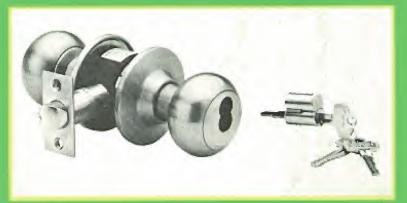
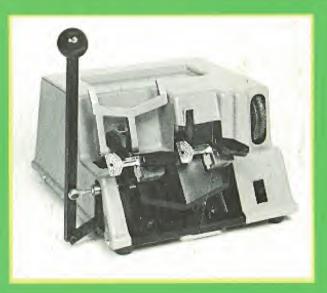
### May 1990

# The National Locksmith











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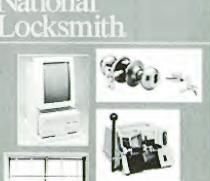
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How many of you are fellow pack rats? Confess your sins. Actually it seems to be a common trait in the trade.

#### Click on the article you wish to read

#### The National Locksmith



### Nove & Production tales

## On The Cover Products from the following manufacturers are featured on our cover: (clockwise from upper left hand corner) Anchor Pad International, Marks Hardware, ESP Lock Corp., Audio Alert Systems, and G.R.I. Telemark.

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## Commentary

To Computer Or Not To Computer

Computer manufacturers do a lousy job when it comes to advertising their products, I mean really lousy. Every day I see at least a couple of commercials on television for a computer. And each time I get angry when the commercial gives me no useful information on the product. Do you remember the computer ads featuring a Charlie Chaplin look-alike? He strutted through the commercials looking just like Charlie, But those ads never gave one bit of information about the actual product.

Then there were the commercials featuring the actors from the TV series MASH...Houlihan, Radar, Klinger, and Col. Potter. Gee, it was nice to see those actors again...sort of like when I saw the first Star Trek movie. However, those damn ads still did not tell me anything.

I am sick and tired of seeing commercials which simply communicate something like, "Our computers will make your life easier." Can you imagine if a Corvette commercial only said, "Our car will get you from here to there." They wouldn't sell many Corvettes that way.

Computer stores do a lousy job when it comes to selling their products. You walk into one of these establishments and you can be overwhelmed if you are not already a computer expert. Who the hell knows what all those terms mean? RAM, MS DOS, parallel port, Byte, Megabyte, Superduperdeluxemegabyte...I don't know what any of that means.

Then a salesman oozes up to you. "What can I show you today, my friend?" he asks. Funny...I don't know why but these guys all look like Joe Isuzu to me. Whenever they promise me that they know just what I should buy, I see the words, "He's Lying!" flash across his chest. How can he know what I should buy? I don't even know what the devil I want, let alone what I need.

Once you start talking prices you realize that the store really is like a car dealer...a used car dealer. The less sure you seem about the purchase, the less sure they seem about the prices they first quoted you. It reminds me very much of buying a car. I love cars. I just hate buying them.

Computers are wonderful machines. No, I really mean it! After all, you can't blame the machine for the problems I have mentioned. Those have been caused by the people trying to get one in your shop. The key point is that you have to be careful. You have to do some research. Talk to your fellow locksmiths...learn from their good experiences and from their mistakes.

A couple of months ago a reader wrote me a letter to the Editor. He complained about some of these problems. Then he asked if buying a computer is really worth the trouble. I have received many, many letters answering this gentleman's question. Almost all the letters are from locksmiths who went through a lot of trouble in getting their machines and setting the system up.

But most of these locksmiths have said that they would not want to be without those same machines even for a day. I know what they are talking about. This Commentary was written on a computerized word processor. Until about six months ago, I was using my favorite IBM Selectric typewriter. It took me a few weeks to get accustomed to this new machine. However, it has really paid off, and I wouldn't go back to the typewriter for anything.

Research your needs carefully, Talk to your fellow locksmiths. Shop around. And your first job is to learn about the software already available to you. Decide which programs would help your business. That will make your decisions easier. Most locksmiths seem to love them. I hope that will make your decision easier.



Marc Holdberg Editor/Publisher

## Letters

#### Comments, Suggestions and Criticisms

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and lengths. Please address your comments, praise, or criticism to: Editor, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107. All letters to the editor must be signed.

#### Computerization Expands Business

I heartily agree with some of Mr. Suer's remarks in his letter in the March 1990 issue of *The National Locksmith*. Yes, it is very confusing trying to learn about computers and all the paraphernalia that goes with them such as what program to use, what hardware to buy, and where to get training.

I bought my first computer in 1983 and did not use it for business for approximately nine months to a year. I was afraid of it and did not know what to do with it. It was a compax 8086 which is the step below an IBM XT and cost \$4,000.

I finally hired a consultant to write an accounts receivable program costing me approximately \$1,300. This was not the best way to go since there were so many canned programs out there, but at least I got started.

Today we have a network with eight personal computers and we are still learning. It is similar to learning to walk; you crawl, then stand, fall again, take a step, and fall again. We have our masterkeying codes and keyblank information on the network as well as the accounts receivable and are in the process of putting accounts payable and payroll into the computer system.

Is computerization really worth it?

John Hubbard Florida

#### Perspective On Computerization

I am a computerized locksmith and responding to Jack Suer, on buying a computer. You don't have to spend \$3,000 to get started. I have a NEC with two 720K byte, 3½ disk drives, a color monitor and a printer for approximately \$1,500.

Regarding the November 1989 issue, computerized bookkeeping is a real help at the end of the year. I have 12 months of my sales, labor, parts, sales tax, cost of parts and net on a 3½" disk. But for my cash flow and bad debt problem, it has not helped me. The computer helps with making me look good and getting the prices a professional locksmith should get.

I live in a tourist town with over 100 motels and businesses and a master key system is worth the price of the computer alone. Side benefits are possible with the Keymailer program.

It has all my customers' names, addresses, phones and zip codes. The Wordstar program is good for writing letters and household uses are possible. Once you start, there is no end to what you can use a computer for.

Jim Sybrandt Arkansas

#### Words Of Wisdom From A Locksmith

This is a response for Joe Dillion (Shop Talk, March 1990) and the rest of the aspiring new locksmiths.

Several signs, stating "Master Locksmith" in my one man shop, confuse me. The signs were put in the shop by suppliers' representatives. In 1971, I worked in the locksmith business while running a hardware store, then opened this shop a year later. After 19 years, many courses, and a library of books, I still do not think it is possible to be a master locksmith, a person who knows everything there is to know about the field.

Locksmithing is a technical and dynamic field with technology self-defeating the area. Computer screens display news that will make obsolete the new products announced this morning. You want every piece of equipment that is advertised, and if you can afford 10% of it, you are rich enough to retire already. You will

Continued on page 98

## NATIONAL AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc. offers a wide range of equipment and services for the Automotive Locksmith. From tools and hard to find key blanks to transponder

programming, we can take the mystery out of car service. We accept credit card orders, and can ship COD. Contact us for the latest in automotive technology.

www.laserkev.com

#### **Enter the 1990 Technitips Contest**

\$\$\$ Thousands and thousands in cash and prizes! \$\$\$

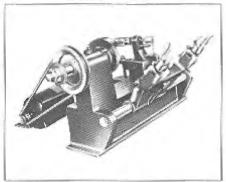
#### **HPC Laserpoint**



#### Eirct Brize

This is HPC's ultimate key duplicator for high security keys, BMW, Mercedes, DOM, Kaba, Volvo and others. Laserpoint is heavy duty lever operated, and has easy adjustable cutters and tracers.

#### Belsaw 200



#### **Fourth Prize**

Duplicate, cut by code, cut flat steel keys. Complete machine with motor, three cutters, guides, and instructions. Built-in micrometer.

#### General Code Book Set (NGCB)

\*\*\*\*\*\*\*\*\*\*\*



#### Seventh Prize

These three books contain 450,000 codes covering domestic lock and automobile codes.

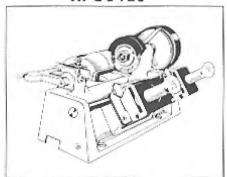
#### Silca Bravo USA



#### **Second Prize**

Locksmith designed, the Silca Bravo USA is a quality semi-automatic duplicator. Four-way jaws hold even the smallest keys as this. One of the most accurate key machines on the market.

#### **HPC 9120**



#### Fifth Prize

HPC's newest and most compact key cutting machine features reversible jaws. Double-sided copy dog cuts flat steel and safety deposit keys and has softy brush. Excellent versatile machine.

#### Code Books From The National Locksmith

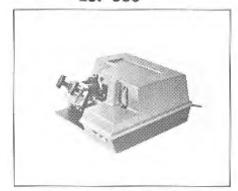
#### Padlock Code Book Set (NPCB)



#### **Eighth Prize**

These three volumes offer 462,000 covering Dudley, American (Junkunc), Master and Yale.

#### **ESP 660**



#### Third Prize

The model 660 key machine can be used for manual cutting or, with the flip of a switch, it will cut keys automatically. It is designed to accomodate large head keys such as hotel and foreign auto blanks.

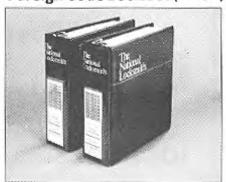
#### \$100 Cash PLUS



#### Sixth Prize

\$100.00 in cash will brighten your day! So will the Flat Rate Manual for Locksmiths. The manual will help you price your services for profit. You won't have to guess how to price ever again.

#### Foreign Code Book Set (NFCB)



#### Ninth Prize

This two volume set holds 432,000 codes for the complete variety of foreign codes, from Alpha Romeo to Yugo.

## Technitips

Helpful Hints from Fellow Locksmiths

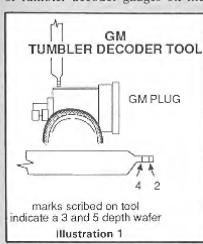


Send me your Technitips. Who knows, you may be our next winner! c/o The National Locksmith. 1533 Burgundy Parkway. Streamwood, IL 60107.

by Robert Sieveking

#### May's Best Tip

This Technitip is for a simple GM tumbler decoder gauge made from a broken lock pick. There are a number of tumbler decoder gauges on the



#### Win a VATS Decoder From All-Lock!

Each month, All-Lock will award one of their A-7000 VATS Decoders to the best automotive Technitip submitted this month. If you would like a chance to win a free decoder from All-Lock, simply submit your automotive tip exclusively to *The National Locksmith*. Tips submitted to other publications cannot be considered.

All-Lock's A-7000 makes if easy to diagnose system failures, service the column and select the correct key blank. This sophisticated tool is easy to use and is completely portable. Long wire leads are easy to use in cramped automotive situations.

Submit your tip, and win taday!



market, but this is by far the simplest I've seen. Hand file a pick as shown in illustration one, so it will easily fit into the wafer pocket of a GM lock plug.

Using a combinated GM lock plug, pick the plug by applying pressure to the sidebar and holding the sidebar "in," while your fingers insert the tool into a position containing a #2 wafer. Carefully scribe the side of the tool to indicate this depth. Next, insert the point into a position containing a #4 cut and scribe the tool as before. The tool will look like the one shown in the illustration.

To decode an unknown cylinder, simply pick the plug and insert the tool into each of the wafer pockets (beside the spring retainer). Read the depths using the markings of the tool. If the depth is a #1, the first

#### **How To Enter**

All you need to do to enter is submit a tip, covering any aspect of locksmithing to *The National Locksmith*. Certainly, you have a favorite way of doing things that you'd like to share with other locksmiths. Why not write it down and submit it to: Robert Sieveking, Technitips' Editor, *The National Locksmith*, 1533 Burgundy Parkway, Streamwood, IL 60107.

Tips submitted to other industry publications will not be eligible! So get busy and send in your tips today! You may win cash, merchandise, or even one of many key machines or code book sets! At the end of the year, we choose the winners of the listed prizes.

Last year dozens of people walked off with money and prizes. Wouldn't you like to be one of the prize winners for 1990? Enter today! It's a lot easier than you think!

#### Every Tip Wins 'Locksmith Bucks!'

Yes, every tip published wins a prize. But remember, you must submit your tip to *The National Locksmith* exclusively. Each and every tip published in Technitips wins you \$25.00 in Locksmith Bucksl Use this spendable cash toward the purchase of any books or merchandise from *The National Locksmith*. You also receive a Bonded Locksmith bumper sticker, decal and patch. Plus you are now eligible for the really big prizes!

#### Best Tip of the month prizes!

If your tip is chosen as the best tip of the month, you will win \$50.00 in cash as well as \$35.00 in Locksmith Bucks! Plus you will receive a quartz Locksmith watch, a Bonded Locksmith bumper sticker, decal, patch and a Locksmith Cap. Plus, you may win one of the annual prizes.

mark will be above the wafer pocket. If the depth is a #2, the first mark on the tool will be even with the top of the wafer pocket, just as it was when the tool was scribed. If the depth is a #3, the first mark will be below the wafer pocket and the second mark on the tool will be above.

You can see that it is not necessary to have all five depths scribed onto the tool to be able to read them. The marks would be far too close to read without a magnifier.

> Shawn Fichtner Alabama

Automotive Tip of the Month This tip is the winner of the All-Lock A-7000 VATS Decoder. All-Lock will award a decoder to the best automotive tip each month of the year.

Trunk lockouts caused by a worn cam in the latch assembly can be easily serviced, without replacement, using the following Technitip. The lock cylinder, in this case, was functioning perfectly, but not releasing the latch. At first glance, this problem looks very much like a disconnected actuator. The

pop-rivet holding the lock cylinder retainer was quickly drilled, and the cylinder retainer pried down and removed.

As the cylinder was being taken out, the first thing I noticed was that the actuator was still attached to the cylinder. On closer inspection, I noticed that the cam in the latch case was badly worn. As you can see in illustration two, the worn actuator hole allowed

SAVES REPLACING A TRUNK LATCH

STANDARD THUNK
LOCK CAM SHOULD
LOOK LIKE THIS

A BADLY WORN
LOCK CAM WILL
LOCK LIKE THIS

OF A SPARE ACTUATOR TO
THE OLD ACTUATOR.

Illustration 2

the actuator to turn in the cam without releasing the latch,

To correct this problem, I cut off a I" piece of an old actuator and soldered it over the tip of the existing tailpiece. With some minor filing, the tip was fit to the opening in the worn cam. The added thickness of the actuator prevented it from turning in the cam as before.

Note: In order for the pieces to bond properly, you should file or grind the plating from the mating surfaces and use a solder flux.

The customer was pleased, and the repair was complete in short order, without replacing any major parts.

Jerry Pittman Illinois

This Technitip is rather limited in its application, but it has enough utility to make it useful in some rather sticky situations. I recently had a lockout on a Schlage double-cylinder deadbolt that had me stumped. The key entered the cylinder and turned as it should but the problem was that the actuator had fallen out of the back of the cylinder. The key was turning around 360 degrees without retracting the bolt.



### It's not safe unless it's Schwab Safe.

Since this was the only entrance to the building and I wanted to avoid destroying the cylinder to open the door, I fashioned the tool shown in illustration three. The tool is made from a rather thick lock pick. The spade tip is shaped as shown, and filed to pass down the keyway and through the opening in the rear of the lock cylinder. The neck has been filed round, and to a size that can be freely rotated in the keyway once the spade tip has passed out the rear of the lock plug.

With the actuator out of the back of the cylinder, it is an easy task to push the tool through the keyway, out the rear of the plug, engage the retractor hub of the deadbolt and turn the tool to retract the bolt, unlocking the door.

THROUGH THE KEYWAY
CYLINDER BYPASS TOOL

The neck is small enough
to be rotated in the keyway

Tip is shaped to pass keyway

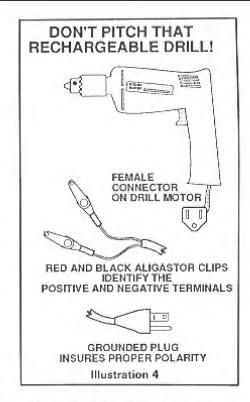
Illustration 3

This Technitip makes it unnecessary to destroy the lock cylinder because of a lockout of this type.

> John True California

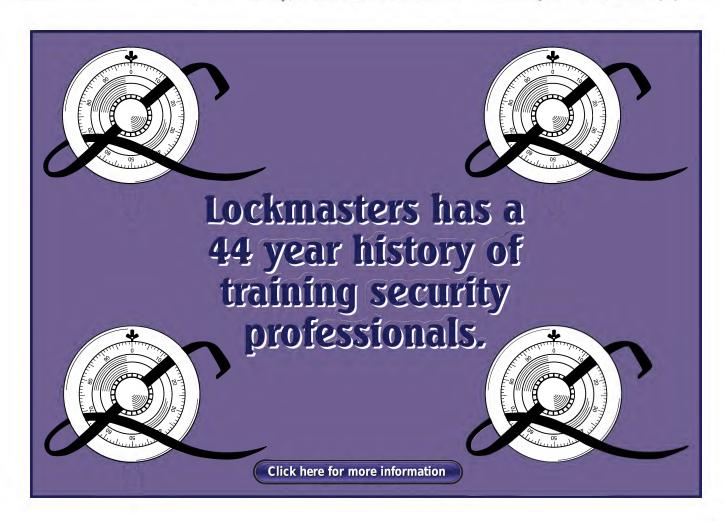
This Technitip is for a good way to put some of those old rechargeable drill motors, that will no longer take a charge, back in service. I had a couple of the older rechargeable ¾" drills laying around the shop, waiting for the next major house cleaning, and a need for a bench drill in the van. Neither drill would accept a charge, but the motors were still in good shape, so I decided there was nothing to lose in trying to run them on a little higher voltage.

The batteries were removed and a short "female grounding plug" was wired in their place, paying careful attention to the polarity of the cord and battery. The female plug was used to prevent accidental connection to a 115VAC line. The grounding plug was used strictly to insure that the polarity of the DC from the truck battery was properly connected. A short male adapter plug was made, to allow the drill to be connected to an automotive battery, as shown in illustration four.



Red and black alligator clamps, attached to the cord, insured that the cord would be properly connected to the battery.

This plug arrangement allows a standard grounded extension cord to be safely used with the 12V equipment.



A cigarette lighter adaptor could also be used instead of the alligator clips, if the drill is used in a customer's car. My drills are now back in commission and I don't have to worry about dead batteries because I can plug them in wherever I go.

The drills originally operated on 7.5 volts DC, and I had some concern that they might burn out, but after several months of use they are still going strong.

Raymond Wiler North Carolina

Here's a simple little Technitip that will save you looking for your shim, next time you have to shim open a lock cylinder on the bench. Use a small paper punch to put a hole in one end of the shim. Hang the shim on your keyboard or a pegboard hook above the bench.

If you don't like punching holes in your shims, you can glue a small magnet in a convenient location, and stick the shims to it. They won't blow around the truck or get misplaced.

Ray Mendenhall Kentucky

This Technitip is for the fabrication of two very useful tools for operating the locking mechanism of a mortise lock after the lock has been drilled or removed. The profile type cylinders can be removed by drilling for the retaining screw and driving or pulling the cylinder, but the door bolts must still be retracted.

The tool shown in photograph five can be easily inserted into the hole left by a profile cylinder and turned to actuate or retract the lock bolts. Locks



Tool useful in actuating or retracting lock bolts.

actuated by gear style cams are easily manipulated by the tool shown in photograph six.



#### Tool for manipulating locks actuated by gear style cams.

Although it is entirely possible, in most cases, to scratch back the lock bolts with wire tools after the cylinder has been removed, these fabricated "T" handle tools look a lot more professional and work much better.

Zvi Machol Israel

My Technitip is for an easy-to-make pin kit, that is considerably less expensive than most, and in some ways, better. The "Big Bucks" pin kit shown in photograph seven was made from scrap materials, with the only real cost being the plexi-glass sliding top. The pin kit



7. The "Big Bucks" pin kit.

shown measures \%" \times 9\%" \times 14\%" and has 126 holes. The \%" holes were drilled 1" on center, to leave a \%" margin between them. This space is used to label the pin compartments for the pin length. Drill the holes on a drill press, to accurately gauge the depth. A \%"



groove, cut into the wood rail around the edge of the pin kit allows the flexiglass top to slide over and seal the pin compartments.

The first advantage of this pin kit is that it can be built up as you need it. Label all pin compartments, but only stock the pins you use. The second advantage is that the clear top lets you

advantage is that the clear top lets you see at a glance when you are getting low on pins. Because of close quarters in some trucks, I think that the slide-out removable top is a little better than the standard hinged top. This tip is ideal for mini kits, set up to service only one

brand of lock.

Use plywood for the kit to avoid warping, and carefully sand and finish the inside of the holes smooth.

Jim Schlegel Ohio

If you want to keep information, like key combinations and such, in a file or notebook that can be carried with you, but want it coded to prevent the information from falling into the wrong hands, then this Technitip is for you. This cypher method can be used to protect all sorts of numeric information. You may find it useful in protecting the

actual cost of stock items on the shelf. Letter the price on the end of the box and only you will have the "key" to the cypher. Codes for master keys or codes for auto keys can be lettered onto the customers' bill for future reference.

Determine a word or group of words that total ten letters that are different. Number the letters "0 through 9" or "1 through 0" and use that was your code. The number of words that you can use is almost endless. For instance BIRTHPLACE, ALOCKSMITH, BLUE-PRINTS, OR NIGHTMARES.

If you chose the word NIGHT-MARES, your cypher would be:

#### N I G H T M A R E S 1 2 3 4 5 6 7 8 9 0

If you were recording the combination of "61403," you would record it as "MNHSG." The cypher means nothing if you don't have the code word. With a little practice, you could easily code or decode any number, without having the key written out.

H. Hogue Texas

This Technitip is for a simple method of restoring the grip to those worn vise grips and vise jaws. By tracing the grooves in the vise jaws with a Dremmel emery cut-off disk, the sharpness of the gripping teeth can be restored to like new condition. The light cutting action of the small cut-off wheel is ideal for cleaning out and re-grooving the grip jaws.

Larry Kanzer Pennsylvania

This Technitip concerns an often overlooked source of light for your truck or van. While searching for a better light fixture for the work bench in my van, I noticed that my local RV dealer had standard screw base light bulbs, designed to operate on 12VDC. Sometimes, in our search to find something special, we overlook the most obvious. The 12VDS bulbs can be used in any standard light fixture.

Clamp-on lights are handy for impressioning at night. A flexible arm style light is handy over the work bench and a standard drop light can be adapted to operate on 12VDC for only a few days. This tip may seem a little obvious, but you should give it a try.

Jack Shanklin Ohio



The market leader in locking systems for security, safety, and control.

## Newsmakers

**New Products and Industry News** 

#### Northern Computer's Integration System

Northern Computers, Inc. introduces software to integrate a total security system through one program and operate from one keyboard.

When PC-PAK 4.0 is complimented with other products, several features are developed. Diverse features from video programming, camera sequencing, tighter security, expansion of security lines and parking lot management are available for the user.

By consolidating all functions of an integrated system from one manufacturing group it is easier for the enduser to operate and expand. The lack of instruction manuals means a simpler operation of the system.

#### Precision Products' Totalock Package

Precision Products, Inc. introduces its complete safe lock package fitting the standard mounting pattern of safe combination locks.

Totalock consists of an individually boxed P673, group II combination lock and a PD3 standard black and white front-reading dial with spindle.



#### Sentry's New Fire-Resistant File

Sentry Group introduces a new, affordably-priced fire-safe, two-drawer file, to help store vital business and tax records.

Featured smaller and lighter than most units, the model 2000 file can be used for storage of important documents, tax records, and other valuable possessions. The file, rated by Underwriters Laboratories for fire protection, ensures its contents will remain undamaged up to 1700 degrees for one hour.

The fire-safe designed in a neutral finish with a sculptured style and rounded corners, has high-sided drawers supporting hanging drawers without the use of an interior frame.



Circle 237 on Rapid Reply

The PR4 is a standard black and white front-reading ring and includes an accessory pack made up of a dial ring bushing, four lock mounting screws, two ring mounting screws, a change key and two spline keys.

The spline keys are furnished with each package to change the spline key each time it is removed from the lock.

Circle 238 on Rapid Reply



Circle 239 on Rapid Reply



## HPC, Inc. Designing Excellence and Manufacturing Quality since 1956

#### Adams Rite Mfg.'s Exit Device Entry Trim

Exit devices produced by Adams Rite Manufacturing Co. are available in a variety of exterior hardware options.

Conventional levers, a knob, thumbpiece/pitchergrip and a pulllever pulling straight out provides the same key control as a standard mortise cylinder.



The 3077 lever, 3088, 3099, and 8066 turn are available in brass, bronze, stainless and aluminum metals with the 3017 lever and 3018 knob available only in aluminum. All will operate rim, mortise, concealed vertical rod and surface vertical rod touchbar exit devices.

Circle 240 on Rapid Reply

#### MDS's Flexible Focuscope II™

MDS Incorporated increased its diagnostic product line with the addition a flexible focuscope.

The borescope contains a high tech relay lens system, a small diameter 5mm flexible probe assembly and is an affordable product. It is adaptable to all still and video cameras for monitoring safework.



Circle 241 on Rapid Reply

#### Von Duprin's Touch Pad Device

Door exit devices from Von Duprin provide functional dependability and access for the handicapped, while complementing the distinctive architecture of a building.

Von Duprin touch pad exit devices include the 99 Series devices, and the 33 Series used for narrow stile metal doors. For handicapped access to outer doors, an electric latch retraction is combined with door operators and touch plates.



Circle 242 on Rapid Reply



The Innovation You Expect, with the Flexibility You Need!

#### HPC's New CO-61 Tool

The CO-61 from HPC is based on HPC's original design of the Beretta opener (CO-59) and the Caddy Killer (CO-60).

The tool is longer than either the CO-59 or CO-60 and is capable of opening the 1988 and 1989 Buick Regal, Pontiac Grand Prix and Chevy Astro.



Circle 244 on Rapid Reply

#### Briggs & Stratton's Service Kit

Briggs & Stratton Technologies announces the release of the new Chrysler Double Bitted Service Kit to repair all Chrysler automobile locks.

The 700417 kit contains the parts to do any field repair on a Chrysler Double Bitted automotive lock. If a 700918 kit was purchased last year, an update kit is available to bring the kit up-to-date. Specify the 700416 update kit when ordering.

Circle 245 on Rapid Reply

#### Master Hasplocks' Built-in Padlock

Master hasplocks, from Master Lock, feature a case-hardened steel locking staple, a high security pinless hinge, and a heavy-duty slide bolt.

The hasplocks, ideal for farms, construction sites, garages, gates, fences, boathouses and remote enclosures, are available keyed-alike so more than one lock can be opened with the same key. Number 475 and 450 hasplocks can fit doors opening right or left, and provide protection with the padlock built into the lock.



Circle 246 on Rapid Reply

#### Stanley Hardware's Door Guard

Stanley Hardware introduces a decorative door guard, featuring smooth, unobtrusive lines updating the current door guard design. For use in residences, apartments and hotelsmotels, the door guard design is uncluttered and limits the opening of doors for added privacy. When not in use, the door guard's arm can be rotated to lay flat against the door jamb stopping obstruction of the door's operation.

This versatile door guard available in bright brass and antique brass, to complement a variety of interior decors, is part of Stanley Hardware's Uni-Rack Plus<sup>TM</sup> merchandising program.



Circle 304 on Rapid Reply



We have it all.

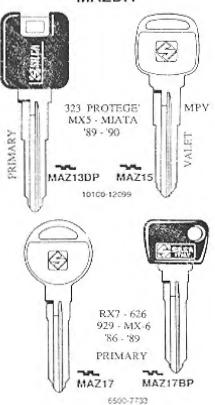
Quality, Value,

& Service.

#### Silca Key Releases Mazda Key Blanks

Silca Key U.S.A, of Twinsburg, OH has recently released the following Mazda key blanks. Contact your local distributor for these Silca blanks.

#### MAZDA

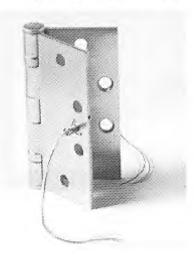


Circle 283 on Rapid Reply

#### ACSI Offers Hinge Modification To Customers

Architectural Control Systems, Inc. now offers electric hinge modification for virtually any manufacturer's hinge, enabling customers to achieve substantial cost savings and delivery efficiencies.

Customers deal directly with ACSI, which designs and engineers a full



range of access control and OEM security hardware products for the architectual and security hardware industry.

Electric through wire, electric monitoring, electric through wire with monitoring and air modifications are all available through ACSI's Series 1100 hinge modification process.

ACSI maintains an inventory of Stanley, Hager, McKinney, Soss and Lawerence modified hinges in many sizes and finishes to fulfill any customer's hinge requirement with same day delivery.

Circle 373 on Rapid Reply

#### Heartland Hardware's PDQ Lock Line

The PDQ lock line from Heartland Hardware, offers flexibility, quality and value for the price.

PDQ locks are available in 21 keyways plus a Schlage C keyway which allows interface with the masterkey systems of most manufacturers.

All standard functions are available in heavy-duty, standard-duty, and residential-duty cylindrical locks; levers; and deadbolts. PDQ meets all ANSI specifications, and is made in the U.S. Circle 203 on Rapid Reply



#### **Installation Tools**

## The Professionals Choice





















#### Securing Desktop Equipment

"The security systems consist of a patented adhesive, a heavy duty locking plate, steel locking pins, with Medeco and Hudson locks for maximum protection."

#### by Paul Gassaway

The ability to effectively secure office automation equipment on the desktop is currently one of the most important links in security. Anchor Pad International offers an anti-theft solution for equipment with its line of Desktop Security Systems."

The Desktop Security Systems can withstand up to 6000 pounds of forced removal, with no drilling or bolting to the surfaces and no cables. The systems will leave no marks on the equipment when they are moved to other sites. A Non-Theft Pledge, backed by the company, guarantees the performance of the systems.

The security systems consist of a mat with a patented adhesive, a heavy duty locking plate, steel locking pins, and multiple pick-resistant Medeco and Hudson locks for maximum protection. Two and three shelf units with pivots attached are available to hold computer monitors, etc. Heavy gauge shelves are available in a variety of sizes.

The mat affixed to a desktop surface using the patented adhesive cannot be pried up using a screwdriver or knife. Anti-garrots under the mat stop the threat of cutting it with a knife but an installer can remove the system and destroy the mat. Spare adhesive mats

are available to relocate or secure another piece of equipment.

The locking plate is made of heavy duty aluminum casting and is reusable. Adapter feet covered with permabond industrial adhesive cushion the equipment and eliminate the potential of harm to it.

Other products from Anchor Pad International include base units located under the equipment being secured, units with two and three shelves for computer monitors, vertical entrapment systems for side-mounted computers, and systems designed especially for Macintosh computers and facsimile machines. The Anchor Dot, the most



Make Sargent & Greenleaf's Comptronic locks your choice for electronic safe locking solutions.





















compact desktop security system, is designed for telephones, adding machines, answering machines and other small surface equipment.

The security systems can be quickly dismantled for service, repair or relocation reasons. Locksmiths can offer their customers increased security by keying the locks to a master key.

The No-Theft Pledge on the systems protects the equipment being secured, with the company paying the cash value of the equipment lost in case of a theft. The pledge is underwritten by a major insurance company and covers up to \$5,000 per machine (actual cost value) and up to \$25,000 per occurrence and per building. It is guaranteed for three years from the installation date. The pledge is in addition to a one-year warranty against defects in workmanship and materials and carries no additional charge.

The installation must be done by a technician authorized by Anchor Pad International and according to the guidelines established by the company. An experienced technician can install a system in under one hour on most surfaces except for glass, marble and leather.

Available from Anchor Pad Interna-

tional is a control system for computer data access. The access control system includes high security disk drive locks and access control software.

Anchor Pad International offers a program for locksmiths to sell and install security products with a five-year renewable license. Distributors offer service, support and products to the locksmiths while Anchor Pad International provides the training and a tool kit for installation and removal. Training sessions are currently being scheduled in major cities throughout the country for the upcoming months.

The program for locksmiths is an effort for Anchor Pad International to expand its sales network from regional to national distributors. Locksmiths are authorized to sell and install the products themselves, and serve as the local installer to any office supply dealers selling the devices.

The company was founded in 1972 and has installed over one million security systems. The systems were first used on adding machines, typewriters and telephones and are currently used on personal computers, fax machines, printers, VCRs, televisions and a variety of modern equipment.

#### Step-By-Step Installation Instructions

Choose a base plate to fit the equipment to be secured. Mark the location of the base plate's screw holes on the bottom of the equipment. Sand and clean the equipment in the areas you have marked (see photograph 1), and



 Sand the bottom of the equipment to help adhesive on base bond.

affix the adapter feet with permabond adhesive positioning them so that the base plate will screw into them. Before screwing on the base, a swivel can be included to allow the equipment to turn. Screw the base plate into the adapter feet. (See photograph 2.)



SRi and Steve Young are working together to bring you the best in locksmith tools and supplies.



















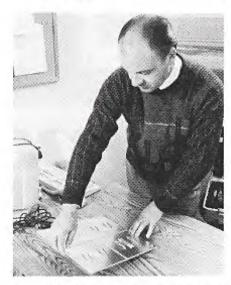




#### 2. Affix the base to the equipment.

Remove the rods securing the top of the casting to its adhesive mat, and lift off the casting. Screw the top of the casting onto the base plate, lining up the bottom half of the swivel with the top half already fit into the plate.

Turn the equipment over and mark the position where it is to be secured to the desk. Clean the desk surface. Remove the film that protects the adhesive on the mat, and press it securely onto the desk, working out any air trapped underneath. (See photograph



3. Press adhesive mat to position on desk.

3.) Lift the machine, along with the plate and top of the casting that have been bolted onto it, onto the adhesive mat. (See photograph 4.)

Insert posts into position on the sides of the bottom plate. Fit the top plate on top of the machine, so that it fits onto the side posts. Slide locking pins into slots to anchor top plate to posts. Slide pins into front of unit. Screw pickresistant locks in place over all four rods. (See photograph 5.)



 Put machine and plate on adhesive mat.



5. Screw locks in place over rods.

For more information contact: Anchor Pad, Ms. Bobbie Ling, 4483 McGrath St., Suite 3, Ventura, CA 93003, 800-4-ANCHOR or in CA call (805) 658-2661. ■



#### ASP - Your Auto Service Center for the World









#### Computer Program Review

"This article gives more insight into some of the programs available to the locksmith. With the right programs, a computer can make your life easier."



Send your lack and key questions to Jack Roberts, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Jack Roberts

#### Quicken

Quicken is available from Intuit for \$69.95. It requires an IBM computer or compatible with 256K memory minimum and a DOS 2.0 or later. Or with MacIntosh.

Now in its third version (3.0), Quicken takes the tedious work out of routine financial tasks which must be done but always seem to be put off until the last minute. These tasks include budgeting, cash management, financial reports, tax records, check writing, and accounts receivable and payable are handled quick and easy by Quicken.

The manual is fully documented in user friendly terms, and takes the user through the installation process with a minumum of effort or skill for floppy or hard disk systems. By page seven the user has set up a bank account and is making the initial entries required.

Extensive use of "pull down" menus and "help" windows for each program segment makes learning and using the system an easy experience. After a bank account is established with an opening balance which can be taken from the handwritten check book, checks can be written to the screen. Those repetitious monthly items such as rent, loan/lease payments, utilities, phone, along with the mailing address, can be placed in memory and recalled requiring only the amount to be entered on each check. Fixed expense amounts such as rent and loans can be post dated for the entire year to prevent accidental over looking of making a payment. Post dated checks are displayed as they become due.

Each check is assigned to a category which can either be set up by the user or copied from a chart of accouts taken from the IRS Schedule C. All transac-



The world's largest producer of automotive locks and keys.







tions placed in categories can be displayed and printed. Reports can be requested for any single category during any date period. For example, sales tax, 6-1-89 to 12-31-89; resale purchases, 9-1-89 to 9-27-89; any payee for any period, etc. End of the year tax prep is also easy to request.

Checkbook reconciliation is easy with Quicken and if you don't balance, Quicken tells you why and then helps find the error. Checks written to the screen can be printed at anytime using continuous form checks available from Quicken and others. The use of window envelopes makes check writing a

simple task; just sign, insert, stamp, seal and mail.

After the checks are written, the information is automatically placed in the check register with the check number, date, name, amount and the ending balance displayed. When checks are post dated, Quicken displays two balances—current and future. Finding the information in the check register is accomplished by searching for an amount, name, category or check number.

The simplicity of Quicken revolves around the similarity to the familiar handwritten system with writing checks and posting debts or credits. All the information is entered in the proper place, automatically.

Available from Intuit is a Transfer Utility program which transfers all information in Quicken to Lotus 123 or compatible spreadsheet. The Tax Reform Analyzer is also available to update all information in Quicken to comply with the latest tax laws.

Circle 356 on Rapid Reply

#### Workshop

Workshop-Code Management System from HPC Soft is \$645. It is available for IBM and compatible computers with two drives. It utilizes a  $3\frac{1}{2}$ " or  $5\frac{1}{4}$ " floppy or a hard disk.

Workshop combines all of the codes from the HPC code book series into one easy to use format to make code search and retrieval a matter of punching a few buttons on the keyboard. The code series are grouped into nine different categories which can be viewed in series numerical order or in manufacturer alphabetical order.

By typing the code at the prompt, Workshop will give complete cutting information, the key blank to use, 1200 CM card, jaw type, cutting wheel and Maxpax for the Codemax machine. The displayed information can be sent to the printer for use with a manual code machine or to a Codemax for automatic key cutting.

Workshop becomes fast and easy using the bottom line menu selections featuring the first letter of the option desired. The need to press many keys after using the return (enter) key when a selection is made is reduced to typing N (next page), P (previous page), B (beginning of group) and I (entry of code). All possible series, based on the information given, are located and displayed within seconds. This is a fast method of getting the cutting chart, actual code or inquiry.

Workshop provides the user with a blank screen to enter personal codes and/or new codes that are published periodically. This, along with a free 800 number technical support via the HPC Access Card and update information, makes Workshop a complete system of code retrieval. There is never a need for stacks or shelves of books, torn, frayed or lost pages, and no searching through an index to find a code series. There's just the simple task of typing in minimal information and Workshop will find the answer.

### NATIONAL

AUTO LOCK SERVICE, INC.

National Auto Lock Service, Inc.
offers a wide range of equipment
and services for the Automotive
Locksmith. From tools and hard to
find key blanks to transponder
programming, we can take the
mystery out of car service. We
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latest in automotive technology.

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Users of HPC Soft Keytrack will instantly recognize the design of Workshop and the easily handling of the key letter selections. New users will have no problems following the prompts on the screen and the documentation of the manual.

Requiring as little as 500K of hard disk space to as much as 10.5 megs fully loaded with all categories, the speed of Workshop can mean more profit per "key cut by code."

Circle 357 on Rapid Reply

#### Quickchart

Quickchart-Masterkeying Generation and Maintenance is available from HPC Soft for \$240. It requires an IBM or compatible computer with PC DOS or MS DOS 2.1 or higher for 5.25 disk, 3.2 or higher for 3.5 disk, 3.3 or higher for PS/2.

QuickChart reduces keystrokes to a minimum by utilizing the user friendly approach of other programs in the HPC Soft series. Quickchart has the ability to store up to 999 different master key systems and will generate a system to allow a previously handwritten system to be entered for storage and maintenance.

New systems are easy with Quick-Chart by answering a few questions regarding the level (1, 2, or 3) desired, the manufacturer, the number of master and change keys required, and the type of rotation or progression. This also includes adding cross keying, and then advising of unintentional keys that will pass each cross keyed lock.

QuickChart also produces a pinning chart for all locks in the system and a chart showing the amounts needed of each pin size that is required. All spacing and depths are shown along with the proper cutting wheel, the jaw type and the HPC 1200 card number to use.

For users of Codemax, the Maxpax cartridge and the spacing and depth number is shown. Up to 500 bittings can be sent to Codemax in a matter of seconds. Space is provided to list the location of each lock cylinder in the system and then maintain any future changes that may occur.

Password protection is provided for each system generated or entered to prevent unauthorized access to the information. Toll free technical support is available from trained technicians and an extended warranty will keep the program up-to-date with any changes that may be made for improvement of an already fine piece of software.

Another system available from HPC Soft is QuickCore, a companion program for the generation and maintenance of master key systems for removable core cylinders (Best, Falcon, Eagle, and Arrow). Providing the same features as QuickChart, the program has no problem with systems requiring higher than three levels of masterkeying and provides a report of incidental masters for each page. QuickCore is available for \$179.

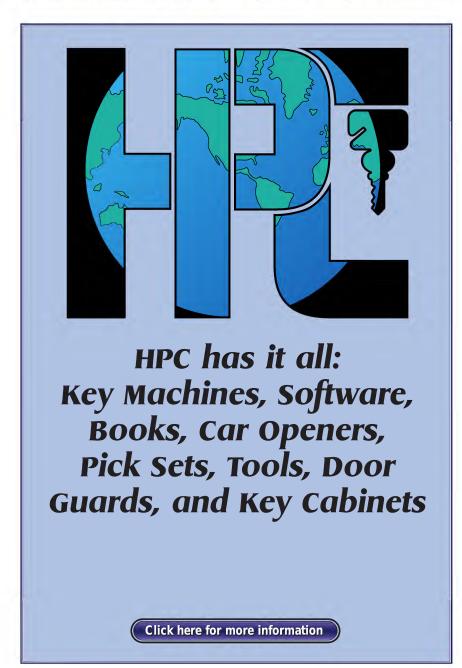
Circle 358 on Rapid Reply

#### **Quick Kab**

QuickKab-Computerized Key Control is \$240 from HPC Soft. It requires an IBM or compatible computer with PC-DOS or MS-DOS 2.1 or higher or 5.25 system, 3.2 or higher for 3.5 system, 3.3 for PS/2 system.

QuickKab is designed around the KEKAB system of key control and allows up to 999 separate control systems to be handled in a matter of seconds.

With the ability to originate a system or to accept input from an existing system, Quick Kab will accept and store a tag number, key ID number, space and depth specs, bittings, door location, manufacturers name, core, keyway, finish, backset and any other information relative and pertinent to each lock, cylinder and key. Key assignment can include date, name of person, status, (permanent, temporary, emergency, or







lost) and the ID of the key.

QuickKab accepts and recognizes the standard system of key coding and will place a change key under the proper level of masterkeying. Key AA4 would be found under AA, A, and GMK, Searches are quick and easy by using any individual person, for bittings, tag numbers, key numbers, door numbers, etc. with on screen or printed reports of any activity.

Systems generated, or stored by QuickChart or QuickCore can be exported to QuickKab in seconds, saving time and climinating the possibility of error if this information had to be re-entered by hand. With an abundance of HELP screens and the 800 telephone support available, the user should have no problems with this program.

#### Circle 361 on Rapid Reply The Invoicer

The Invoicer with Accounts Receivable is available from MiccaSoft, Inc. for \$149, It fits IBM computers and compatibles, and the Apple //e, //c, //gs.

Earning our money is one thing, getting it is another. All of us have problems with paperwork and for some reason are particularly lax about preparing and sending invoices and statements. Then, when the invoices are sent, the follow-ups on overdue payments and collections are pushed back. The Invoicer with Accounts Receivable, was designed by an accounting expert, to develop an organized system of preparing invoices and tracking them until payment is received.

The documentation is well developed and 30 minutes with the tutorial makes the user feel comfortable with the program. Each section including account maintenance, code # maintenance, sales tax, and printing is explained in detail. The program is error free. Upon completion of an invoicing run, a screen is displayed, which can be sent to the printer, showing the totals for the run including taxable and non taxable sales, UPS and/or shipping charges, labor charges, average invoice, and beginning and ending invoice numbers.

The mailing and shipping labels can be printed following each invoicing run if desired. A statement follow-up is accomplished through the Accounts Receivable module which can be set as an Open Item or Balance Forward

Use of the open line system provides

the most information for each account, particularly the most important part of account tracking, the aging feature. Reports such as current activity, sales and aging can be viewed either on the screen or from a printer.

Although the Invoicer with Accounts Receivable is an excellent starting place for computerized control of accounts receivable, MiccaSoft has developed other modules including sales tracking, inventory, and accounts payable which can be added to the basic invoicer. A general ledger module will be released later this year.

It seems that the "user friendly" concept has been designed into this software enabling the user to build on a base and only purchase the modules which are needed, as they are needed.

The documentation for each module of the entire small business series is contained in the manual for the Invoicer. The user can read and plan ahead for the next purchase rather than paying a lot of money for features that may not be as desirable as with many programs of this type. MiccaSoft offers free telephone support, reasonable price custom modifications and a 30 day money back guarantee.

Circle 362 on Rapid Reply



Click here for more information































## Profitable Ideas



Following are a number of interesting ideas you might want to consider for your business. You should always remain open to new ideas and products that might help you profit more. Under each product item there is a Rapid Reply number. On items that interest you, circle the number on the Rapid Reply Card. You will then receive literature on those items which you have requested.

#### Abus Lock's Identi-Shield™

Abus Lock Company introduces the Identi-Shield Safety Lockout Program. The Program is a system comprised of roundshackled safety lockout haspsthatcanaccommodate six padlocks. It also comes with color-coded vinyl pressure-sensitive identification labels providing space for the user's name and department to be written or typed in place.

The program is designed for use on switchboxes or valves and protects workers against accidents and injuries. It also stops equipment damage.



Circle 205 on Rapid Reply

#### Adapt-A-Bore's" Installation Device

Adapt-A-Bore introduces a lock installation device that allows the use of conventional lock installation tools for a variety of manufacturers' specific lock boring requirements without the use of paper templates.

Adapt-A-Bore is available as a kit for your existing Kwikset installation set. The Kwikset installation set is also available with the Adapt-A-Bore unit.

Circle 206 on Rapid Reply

#### Anchor Pad's® Desktop System

Anchor Pad Desktop Security Systems provides protection for desktop equipment by incorporating patented adhesives, multiple pick-resistant locks, locking pins and plates.

No drilling or bolting is involved that will damage the surfaces, and no cables are in the system. It can withstand over 6000 pounds of forced removal and can be located to other sites, without marrring surfaces.



Circle 207 on Rapid Reply

#### Armadillo Safe's Wall Safe Models

Armadillo Safe announces new wall safe models to fit between 16" on center studs and 4" thick walls.

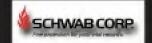
The safe comes with a combination lock or a high security key safe lock, a removable door, and an installation template. Full and complete instructions, an electronic stud finder (battery not included), a wall board saw and mounting bolts are also included.



Circle 208 on Rapid Reply

34 The National Locksmith



























#### ASSA High Security Locks

Assa padlocks expand the application of master key systems including rekeying. The #3 and #5 padlocks feature case-hardened steel bodies, shackles and ball locking mechanisms. The #2 padlock is available with either key-retaining or non-key-retaining cylinders, and has standard and extended shackle lengths.

All Assa padlocks offer key control with patents on both the keys and cylinders.



Circle 209 on Rapid Reply

#### Badge-A-Minit **Button Program**

Badge-A-Minit introduces a program for selling and making buttons for fairs, flea markets or conventions.

Distributors can place a slogan, motto, drawing or photograph on the 21/4" plastic-coated pin-back button. These buttons can then be passed out to perspective customers.



Circle 210 on Rapid Reply

#### Commercial Van Interiors' Designs

Commerical Van Interiors, Inc. introduces several new van interior arrangements specifically designed for the locksmith and alarm industries.

Two sloped key machine mounting bases are developed to tilt the machine forward and provide easier viewing of gauge settings and cutting operations. All equipment is modular, allowing packages to be arranged according to the individual's preferences. The packages are available for all vehicle types and sizes.

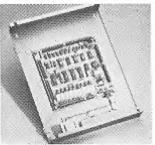


Circle 211 on Rapid Reply

#### Continental Inst. Access Control

Continental Instruments Corp. announces the release of Smarterm™, an access control system. Smarterm controls up to four cardreaders and can become integrated into a larger access control system simply by networking with additional units and relaying data to a host CardAccess® 400.

Smarterm has its own database eliminating time lost for communication with other processors. The unit has dual dial-up capability. It stores all transactions, then uploads all priority events occuring.



Circle 326 on Rapid Reply

#### CooperTools' New Holesaw Kit

A holesaw kit from the Nicholson Division of CooperTools is available for locksmiths to drill holes for locksets and deadbolts. With the kit, locksmiths simply replace the bit on an electronic drill with a Nicholson holesaw which drills holes to accommodate six common sizes of lock-sets or deadbolts.

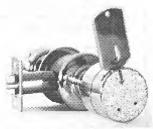
The steel holesaws drill through both wooden and metal doors of various thicknesses and can accommodate extension pieces (sold seperately).

Circle 327 on Rapid Reply

#### CorKey Control's 800 Series Lock

CorKey Control Systems, Inc. announces the 800 series locks. The lock has an easy one-hand operation with the magnetically coded steel or plastic Cor-Key inserted into the slot and the key retained by the lock until removed. The turning retracts the latch without holding down on the CorKey.

The key slot can have a spring return that allows the key slot to be installed and fixed in four different positions. After retracting the latch, the slot will return to the same position, when the CorKey is removed.



Circle 328 on Rapid Reply

#### Detex's Remote Annunciator Panel

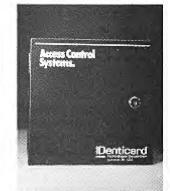
Detex Corporation introduces its eight-station RIP-1100 Remote Annuciator Panel, designed for the remote monitoring of security devices. It is ideal for small to mid-sized facilities with a need for centralized monitoring of security stations.

Bi-colored LEDs correspond to specific stations on the grounds with secure stations indicated by green LEDs, changing to red if the stations are violated. Standard units accommodate eight security stations or zones.

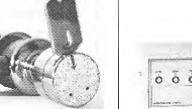
#### D&H Distributing Adds Identicards

D&H Distributing's Identicards allow for access control through a single entrance for up to 500

"At the heart of the system" is the model 1000 controller commanding the card reader from up to 800 feet away. A built-in keypad allows you to change programming instructions quickly and simply.



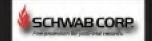
Circle 330 on Rapid Reply



Circle 329 on Rapid Reply

May 35















#### NATIONAL







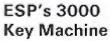


The National Locksmith

#### Dorma Introduces Closer Series

Dorma Door Controls Inc. introduces its new 7800/4800 & 6800 Door Closer Series. The surface-applied door closers are used on buildings where aesthetics is important to the design of the door opening.

The closers come with over-the-spindle, one-piece covers, and incorporate flatform arms. Alloy closer bodies, combined with corrosion resistant standard arms, offer climatic corrosion protection.



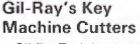
A new lever operated key machine from ESP Corporation incorporates the same design features as ESP's Model 1000 manual and Model 5000 automatic key machine.

The features include extended 4" spacing between vises to cut new longer and larger rubberheaded keys and double side reversible jaws for a strong grip without need for adapters.

#### Garage Guard From GDI

Garage Guard from GDI Automatic Deadbolts is an automatic garage door deadbolt designed for sectional style garage doors equipped with automatic openers. Its delay bracket allows the door opener to retract the bolt before the door starts to roll up. After the door closes, the delay bracket allows the opener to put the bolt back into the header.

Garage Guard bolts into the header, on the inside of the garage, and works in conjunction with the existing automatic opener.



Gil-Ray Tools Inc. manufactures replacement key machine cutter wheels for all popular key machines. The cutters are made from high speed steel featuring precision ground teeth, and improved tooth designs for longer life.

Gil-Ray manufactures original equipment cutters for many popular code machines and are available at factory direct pri-

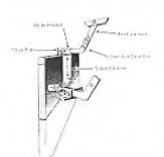
ces to the locksmith.



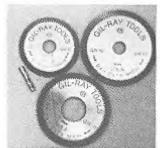
Circle 331 on Rapid Reply



Circle 332 on Rapid Reply



Circle 333 on Rapid Reply



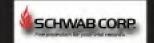
Circle 334 on Rapid Reply



Every Installation
Is a Self-Portrait
Of the Person Who Did It.
Autograph Your Work with
Excellence.































## Don't panic!

## We have Security Exit Devices.

Click here for more information

#### GRI's Window Protection

G.R.I. Telemark Corp. introduces the Lil Screamer, a self-contained sounding device for use with the Unigard Window System or for stand alone applications. Three different components are in the Lil Screamer package.

The Lil Screamer 1 is used in fire safe bar kits where an alarm system is not practical. The Lil Screamer 2 is for a local alarm device to detect the opening of doors, windows or removal of objects, and the Lil Screamer 3 is used as a door annunciator where only a short sounding period is required.



Circle 338 on Rapid Reply

#### H.E. S. Modular Electric Strike

H.E.S.'s model 7001 electric strike has a modular design providing a complete functional package for the user. It is compact and easy-to-install with an internally mounted solenoid providing both fail secure and fail safe operations.

The design enables the user to determine the function with either fail secure or fail safe at the time of the installation. The 7001 accommodates latchbolts having up to %" throw and will fit an ANSI 4%" jamb cutout.



Circle 335 on Rapid Reply

#### Hayman Safe's Handgun Safe

Available from Hayman Safe Company is a "sense of touch," quick access handgun safe with a Simplex lock not requiring a key or combination.

The unit featuring a noflop top, is a large capacity safe made from 12 gauge steel, and is fully foamed with a rubber bumpered bottom sides, and a custom handle.

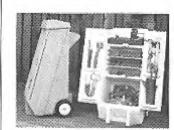


Circle 337 on Rapid Reply

#### Kaddies, Inc. Tool Kaddie

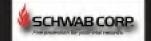
Kaddies, Incorporated introduces a dolly style, plastic tool and parts organizer which allows you to store, lock and roll your tools and parts to the job in one trip. Made of durable, double wall molded plastic, the kaddie provides an organized and professional appearance as well as safe, lockable storage for tools.

The tool kaddie includes three bins, adjustable shelves and a removable work tray and is available in gray or white. It is lightweight and easy to maneuver.



Circle 336 on Rapid Reply



























#### Keedex Mfg.'s New Drill Bit Line

Keedex Manufacturing announces its new line of carbide tip safe drill bits that are custom sharpened on a diamond wheel, making them ideally suited for penetrating safes.

These bits are manufactured in the U.S.A and are affordably priced. The bits are available in sizes: '4"× 4", '4" × 6", '%" × 4" and %" × 6".

E.38 - E

Circle 339 on Rapid Reply

#### Kwikset's Regal Lockset Series

The Regal series from Kwikset is a lever lockset and security deadlock combined into a single decorative unit by a trim rose for the interior and exterior of a door.

The Normandy design is a gracefully curved trim with Kwikset's Lido lever. The Belmont design includes contemporary trim and the Delta lever. Both can be used with Delta and Lido levers on other doors throughout the home.



Circle 340 on Rapid Reply

#### Lifetime's Spare-Key Gas Cap

The Spare-Key Locking Gas Cap™ from Lifetime Automotive Products, Inc. provides immediate access to spare keys. The gas cap offers a secure, hidden compartment inside the cap for spare keys and is made of heavy duty, high tensile, chrome-plated steel.

The locking gas cap features a Presto combination lock protecting both keys and gas tank and custom fits foreign or domestic cars, trucks or vans.

#### Lori Lock Adds Cylinders

Lori Corporation's new lazy tailpiece cylinders with various manfacturers' keyways will retrofit most Arrow and Schlage deadlocks. They come in a 1592, 5-pin version and 1596, 6-pin version. Multiple tailpieces packed with each cylinder allow for single or double cylinder applications.

The Yale Augusta and Kwikset 500WL key-inlevers are also adaptable by Lori cylinders.



Circle 342 on Rapid Reply



Circle 341 on Rapid Reply

## MECECO HIGH SECURITY LOCKS

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#### Lucky Line's Key Identifiers

Key identifiers from Lucky Line are available in three different products.

Key snaps are twisted on and off the key ring, key slides slip onto the bottom of a key head and small key identifiers fit smallheaded keys.

All are available in eight colors and are packaged four per skin card, 200 per counter display box, and 50 per display refill package.

#### Marks Offers New Lockset

Marks, USA introduces a new removable core cylindrical lockset, offered in ANSI Grade 1 and ANSI Grade 2, is U.L. and B.H.M.A. listed.

Steel reinforced knobs with case core receptor accept Best, Arrow and Falcon cores. The locksets are available in 6 or 7 pin, Best A-J keyways also with removable cores.

#### Master Lock's Pro-Sport™ Locks

Pro-Sport locks from Master Lock are resettable with the combination able to be set to a personally selected number.

The locks come with case-hardened steel shackles for durability. A variety of colors are available and all locks fit recessed locker door handles.

This line of locks is designed to appeal to fashionconscious teenagers and young women.

#### McGuard Locks Protect Access

McGard Special Products Division designed Intimidator Security Locks to protect against unauthorized access or departure. They are ideal for prisons.

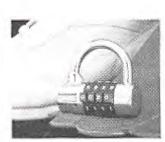
Intimidator security locks cannot be defeated with chisels, hacksaws, wrenches, hammers or viselocking pliers. The space-age metals and computer generated and controlled locking patterns reinforce the locks.



Circle 377 on Rapid Reply



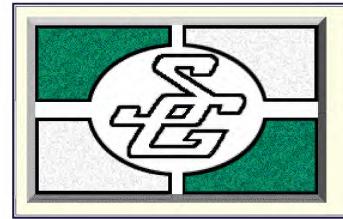
Circle 376 on Rapid Reply



Circle 375 on Rapid Reply



Circle 378 on Rapid Reply



C hoose S&G C omptronic electronic safe locks for...security... technology...tradition.

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ASP Covers the World of Auto Locks



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#### MMI's New ID Method

MMI developed an identification system through microtechnology to curb thefts. Micro Mark is two millimeters in size and comes with adhesive backing.

The location of the article to be identified is recorded and stored for future reference and recovery identification. It is hidden from view and is virtually undetectable.

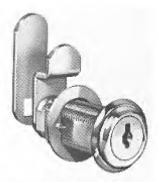


Circle 346 on Rapid Reply

#### National Cabinet's Cam Lock

National Cabinet Lock announces a cylinder cam lock addition to its stock lock lines.

The 1¾" long cylinder cam lock is a disk lock packaged with both a straight and double-formed cam and can be keyed together with National's other disc tumbler locks. It comes in three finish choices of bright nickel, bright brass and antique brass.



Circle 344 on Rapid Reply

#### Pad-Pro Lock Protectors

Pad-Pro Lock Protector's Ltd., offers a polypropylene padlock protector with a variety of applications for both the household consumer and industrial user. It can accommodate a wide range of different sized padlocks up to 2½" in diameter.

Padlock Protector fits padlocks used on hasps, chains, latches and gates including wire enclosures, bicycles and mortised locks. Once Padlock Protector is put in place, it cannot be taken off without the padlock being removed.



Circle 345 on Rapid Reply

#### New Finishes For Preso-Matic

Preso-Matic pushbutton combination locks are now available in a black pebble weather resistant finish.

The black wrought iron look fits into traditional, colonial, or modern decor and is available for all decorative escutchens.



Circle 343 on Rapid Reply

#### R&D Tool's New Picking Tool

Available from R&D Tool Company is a set of precision tools that simplifies the picking and decoding process of the GM-side bar lock.

#### C.E. Sanders Key-Clipp

C.E. Sanders introduces a key clip that will stay on a vehicle for its entire lifetime.

Hide-That-Key-Clipp is guaranteed in writing by the inventor, manufacturer and locksmith. It can be clipped only to flat surfaces from 1/16"-3/16" thick.

#### Fire Protection By Schwab Safes

Fire protection for vital papers is provided by Schwab record safes. All the safes are U.S. manufactured and classified by Underwriters Laboratories for fire protection.

Rust and moisture problems are eliminated by the safes' construction. These safes are in eight sizes and 13 models.

#### Seco-Larm's Door Lock

Seco-Larm introduces the SR-5203 UMB door lock interface, allowing power door lock operation with most remote alarm systems.

The SR-5203 UMB also connects to all types of door locking systems including single-wire pneumatic, positive, negative, and floating reversal type systems. No extra relays are needed and doors can be locked and unlocked with an RF transmitter.





Circle 348 on Rapid Reply



Circle 349 on Rapid Reply



Circle 350 on Rapid Reply

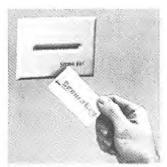


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#### Secura Key's Card Reader

The SKL-03P Card Reader from Secura Key activates with the insertion of properly encoded high security magnetic cards and can be used to turn on or off any circuit that does not exceed its power limit (5 amos).

Using program cartridges, the unit can be reprogrammed to accept cards of a new code, providing an infinite number of code changes. Units are available in post, surface, flush and chainlink fence housings.



Circle 367 on Rapid Reply

#### Stanley Tools' Tape Promotion

Stanley Tools is currently offering a "Measure With Quality" tape rule promotion where consumers can receive their choice of a free velcro tape rule holster, or 8 or 12 foot Stanley Stick-a-Tape!" measuring blade with each purchase of a Stanley Powerlock or Leverlock tape rule.

The merchandisers, 15" wide and 7" deep, are available in 12" and 24" heights and come with a window banner and wall talker. Coupon pads and ad slicks are also included.



Circle 368 on Rapid Reply

#### Supra's Mortise KeyBox System

Supra announces the C-3 mortise style keybox designed to expand existing masterkey systems without changing keys or locks. The keybox contains cylinders enabling them to be masterkeyed to the customer's keybox system. It is ideal for delivery companies and other facility management.

A rubber protector for the keybox called "door guard" prevents the keyboxes from marring doors or other surfaces. The shackle style keybox allows flexibility in relocating the keybox.



Circle 369 on Rapid Reply

#### U.S. Message Expands Service

U.S. Message is expanding as America's first nationwide, full service answering service while working hand-in-hand with the AT&T Worldwide Intelligent Network.

U.S. Message uses the latest in telecommunications technolgy to make comprehensive messaging services available to a multitude of businesses. Free message delivery by FAX, voice message delivery, alpha pager or computer, in addition to live attendant delivery, are standard services at U.S. Message.

Circle 370 on Rapid Reply





It's not safe unless it's Schwab Safe.

















#### The 1990 Geo Storm

"This is a rather unique car and you had better pay attention because this vehicle is different. Opening it is a new procedure and so is making a key."



Send your car opening questions to: Shirl Schamp, The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

by Shirl Schamp

The 1990 Geo Storm is a rather unique car that you may not be too excited about, but as a locksmith, you better sit up and listen because it's different. (See photograph 1.) It has its own key blank and codes, the window tracks extend up into the window area, and the linkage does a crisscross, mean-



1. The 1990 Geo Storm.

ing that the location of your opening tool determines whether the linkage is the top or bottom rod.

When we first tried to open this car, it seemed to want to give us a problem. That was probably the result of trying every tool but the correct one and even

then the door kept giving us different signals as we moved from the front to the back and forward again. Of course, you know you're not going to make a key for it if you can't get it open.

The method that worked was to first insert a wedge spreading the door from the glass creating space to have a little movement. Then insert the horizontal locking rod tool (HPC CO-39). (See photograph 2.) The location of the locking rod varies. If you insert the tool near the lock, the locking rod is the bottom rod. If you go towards the front of the car, the locking rod is the top rod.

In this opening situation, you want to get the door to "talk to you." To do



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The HPC CO-39 horizontal locking rod tool.

this, insert the tool and then as soon as you've cleared the bottom of the glass, rotate the tool so that it's pointing towards the inside of the car. Then if you lower the tool into the door it will stop as it contacts a rod. More often than not you can use a tapping motion on the rod and watch the locking button and the inside door handle to see which one of the two becomes nervous. This will tell you if you have the correct rod.

Another method would be to keep contact with the rod while slowly lifting and rolling around the rod, catching it in the "U" shape on the end of the tool, then move the rod. If it's the correct rod the car will unlock—if not, the inside handle will move telling you you're on the wrong rod. If this is the case, get off the rod and lower the tool into the door until you contact the second rod and repeat.

Moving the rod is easier if you remember a couple of simple rules: after you have caught the rod in the "U" shaped bend, twist the tool causing it to grab the rod locking them together. Then maintain that torque on the tool with one hand while grabbing the tool with the other hand down towards the window ledge, and close the center of the tool. Then move it with that hand while remaining steady with the other hand, sort of a pivot movement. If you had tried to move everything from the handle location you would have found that the tool wanted to simply sway back and forth.

After we had opened the door, our next objective was to make a key. We looked over the situation and decided that making a key from the ignition was not the easiest way to go. Our next thought was making the key from the trunk lock. This is often a good way to go especially if the car is the hatchback type. It's generally easier to remove a small panel on the inside of the trunk area than to remove a door panel, but on the Geo Storm, the trunk presented another problem. After the manufacturer installed the trunk lock they installed a long plastic strip that blends with the taillights. (See photograph 3.) That made us decide that removing the door panel would probably be the easiest.



Plastic strip installed over the trunklock.

Removing the door panel is pretty much the same as any panel. You have to remove the plastic triangle shields that enclose the window tracks and protrude into the window area. (See photograph 4.) After that remove (unscrew) the flange that holds the mirror adjustment in place. Most of the remaining screws that secure the panel are underneath the small plastic caps found in the door. These caps pop out



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4. Removing the window shields.

if a small screw is inserted on the bottom edge of the cap.

Next you need a panel removal tool, sold by most suppliers. Loosen the panel all the way around and pull the bottom of the panel out. If it wants to hold onto the door in any area, you'll find that there's probably another screw that's been concealed. Search that area until it's found and remove it.

Now that the panel has been removed, you'll notice what I was referring to when I was telling you about the linkage crisscrossing. (See photograph 5.) Remove the lock from the door and take it to your truck or bench and make a key.

The Geo Storm used code series "N"



Door with panel removed. Notice the crisscrossed linkage.

5001-7000. The correct key blank will be a Taylor X184, also known as: Ilco B65, Silca GM19, or Curtis B70. To cut the key you can use Curtis Cam #DC50, Carriage #TOY50 and code cutter #15B-47 degree or use Continental Micro card #XF88. Codes usually are set up to be cut from bow to tip. The spacing is shoulder to center of the first cut .098, then cut to cut is .083. The depths are #1 = .323, #2 = .2955, #3 = .268, #4 = .2405.

Be aware that depending on the cutting blade you could have trouble retaining the shoulder stop if the first position is a deep cut. If the blade gives a wide angle cut it might be to your advantage to only cut in a #1 depth (this is more for location than anything else) in the first position, and then using the tip (narrow portion) of your round file, hand file in the cut. There is no way to go wrong if the other cuts are there. All you have to do is file a little at a time until it turns.

Fortunately the Geo seems to be following a trend that we're beginning to see in Japanese locks within the last one or two years. They are creating a window right in the side of the lock housing that exposes the wafers. This allows a locksmith to slide a blank into the lock and simply begin progressively deepening each position until the cylinder becomes symmetrical. The key will turn the cylinder without any flaws.

I think that one of the easiest ways to obtain that perfect key would be to slide the blank into the lock while keeping in mind that, in most cases, a number one depth (by some standards a number zero depth) is generally a no cut. This leaves you only depths two, three, and four to be concerned about. Next cut all the positions that aren't already matching the shear line (a shear line meaning the symmetrical arc that allows the cylinder to turn) to a number two depth. Slide the key back into the

Continued on page 98

## NATIONAL

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#### Mazda Service

"This method has allowed me to recombinate and restore the lock to its intended function without the need for replacement parts."

#### by Robert Sieveking

If there were two locksmiths in the world, there would have to be three ways to do any given task. His (her) way, my way and the right way. I have read a number of accounts detailing the "fastest," "easiest," "best," "recommended," and "only" way to make a key for the Ford Probe and Mazda autos which employ the dreaded "SL-10" ignition lock. I hadn't realized that the lock was any harder than any other to make a key for. After all, I read the cylinder and make a key without disassembling the lock at all.

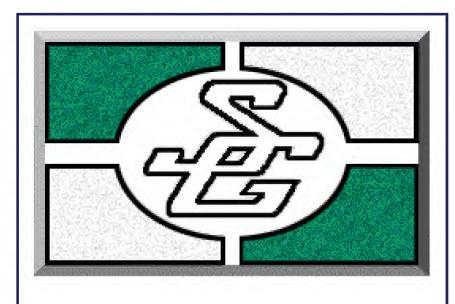
For now, we'll assume that a mechanic or repossessor has "trashed," "jerked," "snatched," or "slammed" the ignition lock in the name of expedience, cost effectiveness, or ignorance, and the customer has requested that the lock be restored to its intended function.

(Three foreign autos, that have required major part replacement because of the effort of repossessors, have graced my drive in the past week. Cost to the customers in no case fell below \$150. Give thanks to those, from whose efforts we all profit. If there were no crooks in the world, there would be no locks.)

It is in this light, that I offer a method of "recombinating" the Ford Probe and Mazda SL-10 ignition lock. This method has allowed me to recombinate and restore the lock to its intended function without the need for replace-

ment parts. I have recombinated a number of these locks, since their introduction in 1982. I believe that they were designed, much like the Nova/Toyota ignition lock cylinders, as a "nonrepairable" replacement item. The whole job should take less than 20 minutes to complete.

Identify the lock. The Mazda/Ford SL-10 ignition lock is easily identified by the embossed "YUHSHIN SL-10" on the body of the lock. (See photograph I.) Earlier "SL" series ignition locks were considerably easier to service, as the lock cylinder was a separate assembly from the column locking bracket. The SL-10 departed from this, completely eliminating the cylinder by



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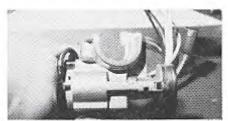












1. Mazda/Ford SL-10 ignition lock.



The plug can be seen "off-set" in the face cap.

using the bracket as the cylinder. (Cost savings here, were enjoyed by the manufacturer and not necessarily the consumer.) The plug is "off-set" in the face cap, with a wide margin around the plug face, as you see in photograph two. The electrical switch portion of the SL-10 lock is exactly like all previous models. A single phillips head screw, shown in photograph three,



Phillip's head screw which holds the switch in the lock assembly.



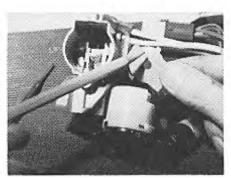
 Hole drilled to access the rear security plate.

retains the switch in the lock assembly.

Remove the rear security plate. Removing the security plate without damaging the lock bracket is a simple trick. As you can see in photograph four, an ½" hole, drilled through the white metal casting will allow us access to the rear of the security plate. A 3/32" pin punch, shown in photograph five, will make short work of removing the



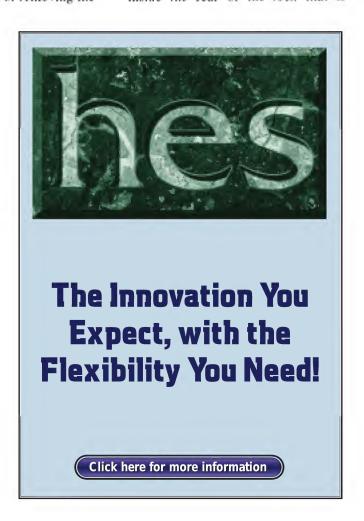
5. A 3/32" pin punch.



6. Rear of lock cylinder.

plate without damage. Photograph six shows the rear of the lock cylinder after the plate has been removed. You can see that the plate was distorted slightly as it popped out of its mounting. You can also see that the hole through the casting has fallen inside the staked retaining ring. The removal has in no way damaged or distorted the rim inside the rear of the lock that is















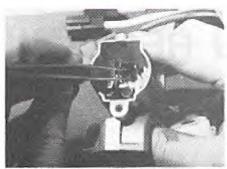




intended to retain the security plate. The plate shown was immediately straightened on a flat iron with a few taps from a two ounce hammer.

Remove the bolt. With the security plate removed, the tiller shaft lock bolt spring can be removed with a pair of tweezers as shown in photograph seven. After the spring has been removed, the lock bolt retractor shown in photograph eight is disengaged from the lock bolt and lifted out. The lock bolt will drop out of the bracket at this point. The bolt retractor interlocks with the bolt, as you see in photograph nine. Note the position of the bolt, as it is removed, so that it can be replaced from the same position.

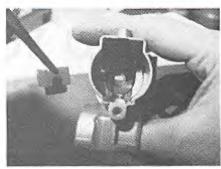
Photograph 10 shows the bolt retractor cam removed from the cylinder, exposing the rear of the lock plug. The eam is "keyed" as you can see, and can only be installed over the rear of the plug in one way. Take note also, that the "key alarm switch" has not been removed. It is not necessary, and not recommended to remove this switch. The "one way" push-on grip fasteners are very fragile. I have had very little success removing them without damage. If you break one, screw a 4-40 nut



7. Tiller shaft lock bolt/spring can be removed.



8. Removal of the lock bolt retractor. down over the mounting post of the switch ear (try a 3-36 on some smaller posts). This will "jam" and form a thread well enough to retain the switch. (Be extremely careful not to twist off the post.)



The bolt retractor is shown interlocking with the bolt.



The bolt retractor cam is removed from the cylinder.

Remove the plug. Though you would think we were trying to gain access to a plug retainer in the last few steps, we were only clearing the way to remove the plug out the rear of the cylinder.



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Put the dent puller back in the drawer, we are going to "finesse" this one. If you look closely in the upper left side of the keyway, you will see what appears to be a "cut-away" brass wafer in the first position of the lock plug. This is the plug retainer wafer. It can also be seen if you look carefully between the lock plug face and the face cap immediately above the keyway.

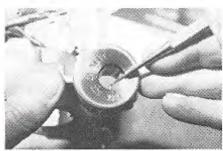
The scriber in photograph 11 indicates its location. The scriber shown in the photograph is a "phono point" machinist scriber. The small points are easily replaceable to maintain a new "sharp" point. Use an oil stone to sharpen and dress the point "absolutely sharp" before the next step. This is not a job for a dull scratch awl.

Insert the point into the keyway to contact the plug retainer as close to the offset in the keyway as possible. Simply apply scratching pressure to the wafer and pull it down into the keyway to release the plug. The plug will slide right out of the lock without damage.

In photograph 12 you can see the tip of the spring arm that applies pressure to the key alarm block in the plug to extend the plug retainer. Do not remove the spring arm. Set the cylinder assembly aside. Photograph 13 shows the



Pointer indicates the plug retainer wafer.



12. The tip of the spring arm is visible here.

lock plug. The lug on the rear of the plug acts as a fixed retainer, to prevent the plug from being "pulled." Recombinate, service or make a key for the plug, as you will,

Assemble the lock. After servicing the lock plug, assemble the plug retainer, key alarm block and all wafers into the plug. Take care to install the pieces as



13. The lock plug.



 Lift the spring arm shown to clear the face of the plug.

you removed them in the last step. You will find that the rear of the lock cylinder has a "ramp" slot that compresses the lock wafers as the plug is slid into the rear of the cylinder. Lift the spring arm, indicated in photograph 14 to clear the face of the plug as it is pushed into the cylinder. Do not force it. It slides right in with a little



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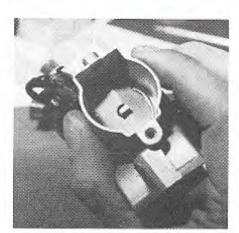
wiggle and a push.

The plug will not be in the off position at this point. Turn it to the off position with the tip of the key. Insert the new operating key and check the cylinder for smooth operation. As the plug is turned to the off position, the plug retainer will be extended out of the plug by the key alarm block and spring arm.

Assemble the security plate. Assemble the retractor cam, tiller shaft lock bolt and lock bolt retractor into the lock housing in the same position that they were removed. Install the lock bolt spring into the pocket formed by the bolt retractor and housing with a pair of tweezers. Turn the key and observe that the spring is sealed properly and the bolt remains retracted as the lock is

returned to the off position. The bolt should not extend to lock the tiller shaft until the key is "removed" from the lock plug. This "check" step insures that the key alarm spring arm is installed correctly. A secondary function of this part is to insure that the tiller shaft does not lock until the key is removed,

To assemble the security plate back into the cylinder housing, bend it in a vise as shown in photograph 14. This is the same trick locksmiths have been using for years to shrink a spring retainer and then expand it into the dovetail groove of a mortise cylinder. Photograph 15 shows the plate in position, ready to be expanded into the staked retaining rim. A ½" pin punch has been used with the 2 oz. hammer to "iron down" the security plate and



 The plate is in position, ready to be expanded into the staked retaining rim.

complete the assembly as you see in photograph 16. Assemble the switch to the rear of the lock housing with the phillips screw and install the assembly into the auto with new twist off security bolts.



The security plate here has been "ironed down."

This is not exactly "removable core" technology, but it isn't impossible either. Take your time, and apply "common sense." If you think you have to break it to fix it, you've got a conceptual problem. Re-think your method. Learn to read these locks. Reading will save you time and make your efforts more professional and more profitable. It's also something no lot boy, repossessor or jack leg locksmith working out of the trunk of his car, is likely to learn. Be professional, live long, and prosper.



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## They're Heeere

"The little girl in the movie "Poltergeist" states, 'They're heere' when referring to the spirits in the television. I say it too sometimes."



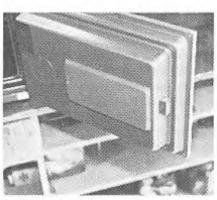
by Dale Libby

The little girl in the movie "Poltergeist" states "...they're here" in a slight falsetto voice when referring to evil spirits being present in the color television. I say it whenever I am called on to open one of the "safes" shown in photographs one and two. Many companies are importing these direct drive category safes and putting their own



 Direct drive safe. Notice that there is no opening handle.

name label on them. Diplomat and Ambassador are sample names. The name on the pictured unit was a generic



View of the back of the safe door with cover in place.

General Wholesale Products.

Many American safe manufacturers are putting recognized American names



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The National Locksmith

on imported safes, causing us, the safe technicians, some confusion about what we are to open until we see the unit first hand. In the old days, if one said they had an A&B safe to open, I was prepared to work on a particular type of drop safe made in Chicago.

Now, when I hear that I have a safe to work on with an A&B on the dial, I get nervous. It could be anything from a small steel drop safe to an insulated unit, to a money chest X-6 made in Yugoslavia or even a Diebold unit with the A&B name on it. All these units are well made, and one of the other things they have in common is that it will take skill and knowledge to get them open.

Do not get me wrong. Most of the imported safes and small units that I have seen are made extremely well. The paint jobs and the finishing of the weld seams are outstanding. The money chests and more expensive units are extraordinary in their craftsmanship. There will be a lot of "war stories" in the future about these imported safes.

The earliest models of these safes appeared several years ago on the American market. One I remember in particular was the Saga line of safes. This line used the direct drive type of safe lock mechanism where the opening bar slides into a wheel pack at about 9 o'clock—the old Hall and modern Sentry type of safe lock that we are all familiar with. Another characteristic was to have the dial above the opening handle, but with a rather novel arrangement of the mechanism and the wheel pack, it was still a direct drive type safe.

The feature that these early safes had in common was the presence of an opening handle with a key lock between the handle and the numbered combination dial. One needed the correct key to be able to dial the combination open. These safes were somewhat easy to open because you could attach a pointer to the handle and do a direct manipulation. You might have to pick the lock, but you could easily manipulate the unit with pressure readings.

Another characteristic of these early units was that instead of two wheels and a drive wheel, they used three wheels and a drive wheel. I feel that this made the unit more secure, and made the customer think that he was getting a better safe for the money.

The latest in this line of small safe units has kept the three wheels and driver, but has eliminated the opening handle. Instead, they let the key in the key lock act as the opening handle. Other than making the unit more simple with less parts, this made manipulating the unit open in the "traditional way" impossible.

To put enough pressure on the safe drive wheel one has to exert a lot of pressure on the key, and too much pressure will break the key. I know this from experience from working on this unit. I did try to manipulate this unit, but due to the lack of pressure and the wheel shadowing I encountered, I was only able to gain one number from manipulating.

The gates are very wide on this lock, and the fact that the drive wheel was much larger than the other wheels, and that the other wheels were so out of round, I had little success in manipulating this safe open. I could make excuses all day, but with a battery-operated drill and a 3/16" drill bit, the safe was open in less than five minutes. (See photograph 3.)

One of my reference books says that the way to open these safes is to pry off the dial and spindle and the drive wheel will fall off, the other wheels will then



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 Opening hole just below the gates and tail piece of the bolt. Lock in locked position.

fall off, and the safe will open. They make an incorrect assumption when telling you that the drive wheel is only held on by a cotter pin. It is held on by a cotter pin, but is also threaded on the end of the dial spindle which screws onto the drive wheel. So, not only do you have to break the pin, but also overcome the threaded part of the drive wheel. This is not a smart way to open a safe like this if you want to repair it. Parts are very hard to come by to repair these units.

I drilled in approximately halfway between the dial and the key lock. I angled in about 45 degrees toward the wheel pack. After penetrating 1½", I entered the inner door mechanism and could see the wheels. (See photograph 4.) I took the readings, and subtracted five numbers from each of my notations, dialed the combination and the safe opened.



 Full view of inside of mechanism shown in the unlocked position.

I was a little below the exact drop-in point, so to move the readings up to 9 o'clock, I subtracted numbers from each viewed number. (Subtract to move right, add to move drop-in to the left.) The safe was repaired with a pop-rivet.

I had opened this safe as a precursor to opening 20 to 30 more of these units. I am still waiting to see if I get the job. I knew that drilling was the best and easiest way to get the unit open, and the customer, who purchased all these units from a defunct hotel in Chicago, was happy with the price I charged him.

On the inside of the door was a label akin to the UL label in the states, but this label in concise and clear language stated the following:

"This label hereby certifies that the safe has sufficiently and effectively passed the two hour heating endurance test, drop test, and re-heating test under the fireproof safe inspection provision No. JISS 1037. Japan Testing Center for Construction Material, Tokyo, Japan."

JIS is the UL of the Orient, and their testing methods are similar to the American UL rated safes. One of the differences is the temperature that the safe is heated to and their testing methods on attack for their burglary rated units.

Here are some key numbers that may help you in duplicating keys for some foreign safes (the small key locks):

V61A Ilco, 65V Taylor, FO117 Cole National, and MB13 Curtis. These keys are for old Volvo ignitions, I believe, but they will work on some of the Korean and other safes of that type.

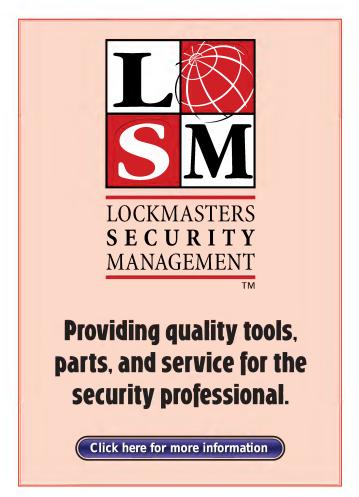
The other number I would like to pass along is the "new" keyway that Sentry Safes is using. I was told that these keys were on a special 'Protected and Proprietary' key blank that was impossible to get except from Sentry. Well, with the help of "Little Tommy" and "Big Tom S.," the keyblank was found to be:

V61S Dominion, 63P Ilco, 63P Taylor, FO57 Cole National. This key has an interesting keyway, with two parallel slots along one side of the blank. Look it up.

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# **Collecting Your Debts**

"He made some unprintable comments and informed me that my repeated calling had not endeared me to his heart, and that it would be a cold day...etc."



by Sara Probasco

In handling accounts receivable, I have found that the right tone of voice, a friendly but firm attitude, and persistence usually pay off, although not necessarily in that order.

I well remember one of my first collection experiences. The call came long-distance from a physician, the owner of some local rental houses. The man's daughter, who managed the property, had locked herself out of her house and needed our help to get in.

After Don had opened the door and done some other work which she requested, the woman asked that we send the bill to her father. Don agreed, and I mailed a statement to the doctor the following day.

A month passed, with no receipt of money on the account. Isent a reminder. Another month went by. Still no money. I called to inquire if there was a problem. The only problem, I was told, was that he had not had time to take care of the matter. I politely encouraged him to do so at his earliest opportunity.

Another month passed. Still no money. I called again. He was impolite. I kept my "cool" and reminded him that his interest charges were accumulating at the rate of 1½% per month while we were growing impatient. He advised me that he would pay when he got around to it. I asked when he thought that might be. He said, when he had time to go through his bills. I suggested that it was time he did that very thing.

Another week went by, two, and still no money. I formed the habit of calling each Monday morning—"Good morning, Doctor. This is A-1 Lock & Key, again. It's another beautiful Monday, but we still haven't received your check. What are our chances, this week?" He grew increasingly hostile toward my efforts.

Maintaining a cheerful disposition, I finally advised him that I sincerely hoped he would see fit to bring the account current before the next billing period. Otherwise, I assured him in a pleasant voice, I intended to turn the matter over to the authorities for collection.

He made some unprintable comments and informed me that my repeated calling had neither endeared me to his heart nor advanced my name to the top of his list, that he did not appreciate my threatening him, and that it would be a cold day...etc. I assured him that my words held no threats but merely conveyed pertinent information regarding impending events. After sputtering and spewing, he slammed down the telephone, leaving me unsure if we would ever receive payment on the account.

His check arrived before the end of the week

Since that time, he has invested in a local business—whose security needs we have handled for some time—and he has become the person responsible for paying their bills. I don't know how he handles their other accounts, but he has never been late with their payment to us.

Any time a customer has not paid a bill within thirty days of the initial endof-month statement, I call them. My usual approach, at this stage, is to say, "I was preparing to send out statements (if it's the end of the month), and noticed you have a balance remaining on your account..." or "Before adding service charges to your account, this month..." (if it's around the 15th) "...I wanted to be sure there was no problem with the work we did for you (or the purchases you made)."

There are a number of good reasons for doing this. If the customer is merely delinquent, this will remind him of the merchandise which he purchased or the satisfactory job which we performed



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To be a World Leader You Need Quality Products, Innovative Technology and Strong Partners. for him and may prompt him to pay the bill. On the other hand, perhaps the locks he bought in your store weren't right for the job, and he intends to return them or there is a problem which he hasn't told you about which makes him unhappy enough to withhold payment.

One thing is sure: if your customer is dissatisfied, you need to know about it as quickly as possible. There's an old saying that a satisfied customer tells his/her closest friends, but a dissatisfied customer tells anyone who will listen. Believe it.

I remember one customer who had priced a lockset by telephone at a large locksmith supply house in San Antonio and seemed surprised to learn that the same item in our small shop was several dollars higher. He finally justified the price difference to himself by weighing it against the time and gasoline required to drive eighty-five miles to the city.

When he tried to install the lock, he ran into problems. After coming back to our shop for advice, it became obvious that he required a special-order latch for his particular situation. We agreed to order it for him and quoted a price which we thought to be accurate.

When the latch arrived, several days later, it came without the invoice. Everything had been installed before an invoice arrived, revealing a price increase. The item was two dollars more than we had anticipated. After calling to advise the man of the difference, we mailed a statement to him.

A month passed, and he did not pay. He had decided we were trying to take advantage of him. The more he thought about it, the angrier he became. Finally, he removed every lock, hasp, padlock, and deadbolt, everything he had ever bought from us. He brought them in with every key he could find which bore our imprint. Slamming them onto the counter, he demanded credit against his bill and a refund of the difference. As there was no reasoning with the man, we politely complied with his wishes.

More than a year passed before we received additional business from the firm of which he is a part, but with friendly perseverance, we finally won him back.

Bookkeepers are often caught in the middle of bad situations. If you can remain friendly but businesslike with them while determining the problem and dealing with it, you may find that they will return the favor when they can.

One long-time commercial customer fell behind with their account. After the usual preliminary calls, with no results, I talked to the bookkeeper. "You've been a good customer, and I'd like to work with you on this. Can you send me anything at all?"

She promised to try and admitted they were having problems. However, we still received no payment.

The process was repeated for several more weeks without results, and I became quite frustrated. A registered letter threatening court action would be the next step.

That week, the bookkeeper called to ask if we would change the combination on their safe. I told her we'd be happy to, if they would pay cash for the work and bring their account current. She agreed, saying that she had told her boss to expect that.

It was not until the following week that I learned the business was in bankruptcy and had been taken over by another company.

"I felt so bad," the bookkeeper later said, "But my hands were tied. I couldn't write any checks, and I couldn't tell anybody what was going on. You had been so nice, when they said to get the safe combination changed, I jumped at the chance to get you your money. I'm glad it worked out." So were we.

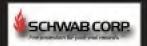
That was nearly three years ago. I understand the matter is still in bank-ruptcy court. Had the bookkeeper not felt kindly towards us, we might never have been paid.

As fortune would have it, she kept her job as bookkeeper for the new owners, and we kept a good, paying customer.



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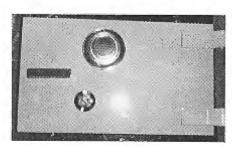
# McGunn Safe Opening

"The lower door is identical except the top of the safe has a chute for dropping in bank bags. The pin tumbler lock picks easily."

by R. Lazich

McGunn Safe Company of Chicago manufactures many styles of safes. Recently I serviced a new McGunn unit that had some minor problems. This safe was unique because of the glass relocker inside. This particular model was sold and is used quite extensively by a major lumber chain located in the midwestern part of the United States so periodic service is necessary.

Photograph one shows the front upper door of this safe. The lower door is identical except the top of the safe has a chute for dropping in bank bags. The handle resembles a bathroom faucet and can come loose if the allen set



1. The McGunn safe front upper door. screw comes loose. You'll notice the pin tumbler lock in the picture, It picks clockwise and contains four pins and has to be opened before retracting the boltwork. Don't worry though, it picks easily. In fact we picked this lock

because the key was not available.

The chrome handle turns counter-

clockwise to retract the upper and lower bolts. The lock is a LaGard Group 2 standard three wheel with key change capability. This lock has an anti-fish shield inside which makes it difficult to use car opening tools.

Photograph two is a shot with the inside cover still on. Notice the hole for the change key and the lower and upper bolts. After removing two screws, the internal workings are exposed. (See photograph 3.)

Looking at the inner workings, we don't see the usual bracket holding back a spring-powered pin. Instead, a piece of common glass is mounted to the lock cover screws.

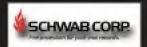
All good safemen will tell you that

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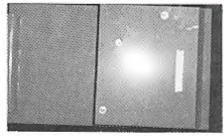




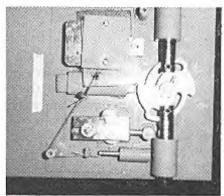




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View of the inside cover. Note holes for the change key and the upper and upper and lower bolts.



3. Inner workings of the safe are exposed.

it's a bad idea to have lock cover screws doing double duty. The two screws that hold down the lock cover are also holding a piece of glass with rubber washers under the glass to prevent breaking the glass when tightening. A cable is on the glass that ends up holding back a spring-powered pin. Should an attempt be made to punch the dial, the glass breaks and the pin shoots into the lower boltwork.

Located between the lock and the relocker is the rear of the outside pin tumbler lock. Here you can see the cam of the lock slide back a plate that has a pin attached to it which also stops the boltwork if not opened. It has no relocker attached to it and seems like an excellent place to drill through to retract the relocker if it was set off. It is better than drilling the door and the lock does cost too much to replace.

The picture also shows the lock mounted right hand and a small section of metal scrap screwed to the lock bolt and connected to the main steel bar which prevents the safe handle from turning. When the correct combination is dialed and the bolt retracted, the horizontally mounted steel bar under the lock in the picture also moves back allowing the person opening the safe to turn the outside T-handle counterclockwise to effect an opening.

The service work under warranty that was performed included: retapping the dial screws and using a larger size to hold it tightly (the threads were gone); readjusting the dial by giving an

Continued on page 99

# On Being A Pack Rat

"One of my biggest problems according to, first my mother, and now my wife, is the fact that I am a pack rat. But hey, I might need this stuff."

#### by Bobby De Weese

When I was little, my mother used to read me a story called Little Johnny, the Junk Collector. It was about a little boy who saved everything. His parents always knew when he brought home another piece of "valuable stuff" by his proud proclamation, "Well, I had a very enjoyable day, today!"Think maybe...just maybe, my mother was trying to make a point?

One of my bigger problems according to, first my mother, and now my wife, has always been the fact that I am a pack rat. If I think there is even the most remote possibility that I may use something within the next several decades, I keep it.

You know the kind of stuff I'm talking about...2%" Kwikset bolts (anybody wanna buy a dozen?); used knob sets and deadbolts; (got enough of them to melt down and make a very efficient boat anchor); and let's not forget those old mortise locks.

So what if I waste more gas hauling around an extra hundred and fifty pounds in the event that I need some off the wall hub or set screw. I'm proud to be one of those locksmiths who would rather fix a lock, (when reasonably possible) than soak my customer for a new one. A monkey with no arms can replace a malfunctioning lock with a new one, but that's really not what locksmithing is all about!

Of course when I do eventually need something from the archives, I've either forgotten where I put it, or, more often the case, I "chucked it" the week before. Sometimes I feel like opening the back doors of the truck, going up a steep hill, and hitting the gas.

Over the years though, I have gotten lucky on several occasions. One particular "enjoyable day" that sticks out in my mind is the day I went downstairs in one of the neighborhood grocery stores to use the facilities.

On the way back, I saw her. Off in a dark corner under a stack of yellowed



papers sat an old safe made by Miller Brothers Safe and Iron Works of Baltimore, Maryland. With the door open, someone had thrown the bolt and spun the dial. Inside were more yellowed papers and an open bag of some kind of beans.

The thing was covered with more grease and grime than the engine compartment of a '73 Vega. I put two and two together and concluded that it hadn't been touched, let alone used in years. Click, went that light bulb in my head!

I walked over to Sam, the owner of the shop, and said, "Hey Sam, how much do you want for that old safe in the back?"

"Oh, you don't want that...I have no numbers," he replied.

"That's ok," I said. "Hike it. I'll clean it up and use it as a table or something." Yeah, right! I felt like a swamp land salesman.

"How much will you give me?" he asked. The hook was set.

"Twenty bucks," I answered. (Sounded good to me!)

To which he immediately replied, "You will give me twenty bucks for that? I'll take it." 15 minutes later it was in my truck... without the papers or the beans.

The next day, I cleaned it up, removed the wheel pack, and set it to new "numbers." It was soon to be the biggest (and heaviest) conversation piece in my house. I still don't know what it's worth, but I'd bet the farm that it's more than twenty dollars.

Now came the fun part. Getting it up a flight of steps to the second floor apartment I had at the time. For this, I was going to need a little help. On the way home, I drove past my favorite "watering hole" and spied several familiar cars. A-ha! Volunteers!

After a couple of rounds I had all the help I needed. Of course, no one was sure exactly what they were going to "help" me do.

As everyone piled into the van for the ride to my place, I heard someone remark, "Hey! Nice safe. Where'd you get it?"

"Uh-oh!" I thought to myself.

"What are you going to do with this?" asked another passenger, pointing at the safe.

"Ah..." Were they on to me?

Just in the nick of time came a third voice. "I'm gonna sit on it. Look out."

"Fyew!" That was close. I slid the door shut with a bang.

Once we were moving too fast for them to jump out, I let them in on my secret. After they grumbled and called me some names, they agreed to give me a hand.

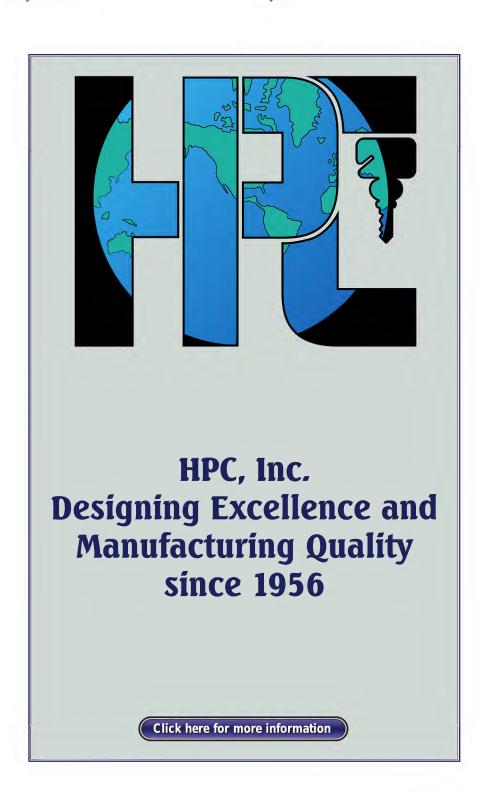
After unloading the monstrosity and strapping it to a hand-truck (with one bad wheel) we headed up the steps. "I don't want anybody hurt," I said. "If it gets away from you, get out of the way, There won't be too much you can do to stop it anyway."

"What happens if we drop it?" somebody asked. "Don't worry," I said. "The door at the bottom of the steps should slow it down enough for us to catch up to it."

After a mashed finger, a sprained ankle, and a few aching backs, it was right where I wanted it. I didn't have the nerve to ask any of them to help me put the TV on top of it.

Now it just sits there in the corner, looking good, filled with a bunch of old papers and receipts that my wife says I should throw out.

But hey...I might need them some day!



# Shop Talk

### **Helpful Questions and Answers**

Shop Talk answers readers questions on any locksmith related topic. Only letters judged to be of general interest will be published. We regret that we cannot answer individual letters. Because of the volume of mail, only those questions published in the magazine will receive answers. Send your locksmith questions to Shop Talk: The National Locksmith, 1533 Burgundy Parkway, Streamwood, IL 60107.

Bernie Berten is a fellow Shop Talker who could use some help. He is looking for parts for his Keil Model #7 key machine which was manufactured in 1932. What he needs is the tracer and cutting head. Bernie is an interesting guy.

He is one of the few sources who can completely rebuild old slot machines from scratch. He has stock of the old locks and keys for these machines. And what he doesn't have, he manufactures himself. So if you have the Keil parts Bernie is looking for, or if you need information on getting a slot machine rebuilt, contact: Bernie Berten, 9420 S. Trumbull, Evergreen Park, IL 60642, (708) 499-0688.

Q: I wish to know where to purchase the "Weiser ball nose pins" described in "Masterkeying Different Locks Together," (February 1990 issue). I have tried many different suppliers, but all I get are the cone shaped pins, not the ball nose pins that are described in the article. I realize the ball nose pins take care of a multitude of shortcomings.

\*\*\*\*\*\*\*

Howard Stickley Pennsylvania

A: If you want Weiser pins, buy Weiser pins. The assortment of pins labeled "for Weiser" are assortments of universal pins assembled to allow building maintenance personnel to combinate a specific manufacturer's lock. Weiser pin kits are available through H. Hoffman Co., among others. The stock number for the pin kit is WE-1420 and a set of depth and space keys and plug follower are included,

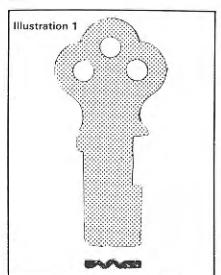
94 The National Locksmith

The pins are available in packages of 100 under stock numbers WE-8553-0 to WE-8553-9. (The last digit of the stock number designates the pin length-cut depth.) With these stock numbers, you should have no problems finding a Weiser pin kit. I remember when a free pin kit was included in the purchase of two to three cases of deadbolts. Good luck.

Q: We have a customer who is looking for an old Norwalk key blank. It is shaped like a Ford key. We are unable to find anyone locally who has this blank. Could you help us locate some?

\*\*\*\*\*\*\*\*\*\*

Also, we are looking for blanks for a Yale jail cell lock. (See illustration 1.) Thank you for any help you can give us.

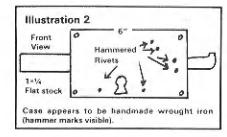


Spencer Colquhoun New York

A: Well, Spencer, you have stumped the stumper on the Norwalk key blank. I have researched all of my old catalogs, made numerous phone calls, and talked to a lot of people about this one and have been unable to locate any kind of information for you. Perhaps one of our readers can come up with something. Your Yale jail cell key is also a tough one. Yale sold their jail cell inventory to Folger Adam several years ago and this stock has been depleted for a long time. F.A. tells me that this blank has not been available to them for seven or eight years. F.A., of course, has their own keyway and key blanks.

I would suspect that you have run across some of these locks and want to make operating keys for them. If this is true you may have to make your own blanks and since you have a pattern to use this shouldn't be too difficult. Good luck with your efforts and thanks for writing to Shop Talk.

Q: I am a locksmith in Meriden, Connecticut and I came across what I believe to be a very old lock. I could not send you a picture, however, I have enclosed a drawing (see illustration 2) of my lock.



I have never seen another lock such as this one. As you turn the key, the teeth are worked into the slide, with the slide advancing right or left depending on the direction you turn the key.

The slide moves approximately 1" per 360 degrees or full turn of the key. The sketch is the actual size of the key.

I enjoy your publication and have been a subscriber for several years. Any help you can give me of the approximate age, origin, and possible value of the lock, would be appreciated. I could donate it to the Lock Museum in Terryville if they are interested.

William A. Cook
Connecticut

A: Thanks for your excellent illustrations and descriptions of this lock.



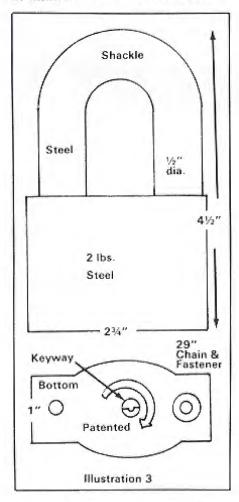
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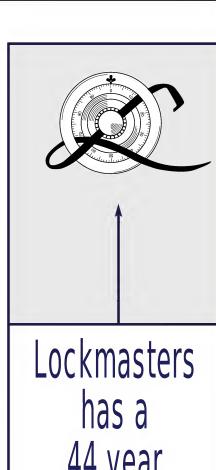
My first thoughts were that it is early American wrought iron hardware, adapted from the wood stock design from England in the 1600's known as Banbury locks. Not wanting to get into the deep pits by guessing, I submitted your information to A.J. Hoffman who in turn consulted with Tom Hennessey, of the Lock Museum, about the origin of this piece. Neither of the gentlemen have ever seen this design, however, certain peculiarities make the detective work somewhat easier.

We are reasonably sure that it isn't English, French or German, and it is probably of Latin origin, perhaps from Spain or Mexico. Of course, it could still be early American, made by an artificer of metals who learned the trade in his native country. As for donating this piece to The Lock Museum of America, they would be delighted to have it. Many thanks Bill, for letting the rest of us see this interesting piece of work.

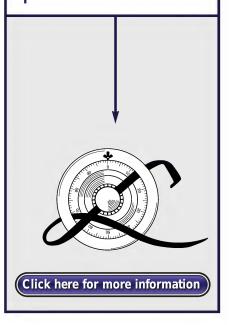
Q: I'm sending to your staff this letter because I don't have what I need in my library about the padlock shown in illustration three. I would like to



know the keyblank, how to pick this lock, the date and value of the lock and



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any other information you can provide me with. Thank you.

Ed Miller New York

A: Thanks Ed, for the detailed drawing of your padlock. Information like this makes the job of the "Shop Talker's" staff much easier. Sargent & Greenleaf calls this their Environmental Padlock which is made to withstand extremes in corrosion, contamination, moisture, freezing, physical attack and picking. This padlock is an adaptation of the Abloy 3000 series with a "B" profile keyway.

The center of the case has been built up in the area surronding the cylinder to provide more strength against physical attack. Your piece is a railroad switch lock, determined by the stamping on the side (i.e., SG 02 24). The 02 is the code number and also designates the type; 24 means that the lock was manufactured in the second quarter of 1984.

S&G manufactures several models of this padlock. The switch lock has three disks, while others have as many as five. The key blank is restricted and of course a special machine, or an adaptor for some duplicators, is necessary to cut a key. Picking this type of lock is virtually impossible although it is advertised as pick resistant.

S&G has made some changes in the Abloy design, most notably the fact the cylinder is inserted from the top of the case rather than from the bottom and the use of varying numbers of disks as opposed to the I0 disks used by Abloy. Compare this piece to an Abloy and I am sure that you will see the similarities.

Although these padlocks are sold direct in large quantities at a bid price, I would guess that an individual price, if it were available, would be in the \$50 to \$80 range.

Thanks for your questions Ed and I hope that these answers will add something to your library of locksmithing.

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#### Letters

Continued from page 6

always need more and better tools to keep up with technology.

I suggest you go to every job with an open mind and be creative. By being selective about your initial equipment, it will help you do your best and not be afraid to call another locksmith to help you out of a bind. I have a couple of degrees but locksmithing is the most rewarding experience I've ever had.

Jerry LaPierre Maine

#### Geo Storm

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lock and make note of the remaining positions that are out of line and then cut those to a number three depth.

Repeat one or more times finding the positions that require a number four depth if there are any. Sometimes the



It's not safe unless it's Schwab Safe.



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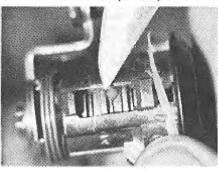
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first or second positions on the blank is not clear or totally visible in the window. If this is the case then only cut those you can see and you'll find that as those fall into place they will clear a line of vision for those you couldn't see.

Examining photographs six and seven you'll notice the differences between the wafers when the correctly cut key has been inserted (see photograph 6) and when there is no key inserted (see photograph 7).



6. Wafer with correctly cut key inserted...



7. ...and with no key inserted.

Check the key in the other locks to insure that you've made a good key and then reassemble the door. Write your invoice and be on your way.

#### McGunn Safe

Continued from page 80

extra turn on the drive cam; and tightening every bolt in the door (use Loc-Tite, it's better than coming back to drill).

The specifications for this McGunn Safe are as follows: door thickness to lock—7/16"; door dimensions—17" wide × 10" high; type of lock—LaGard 3330 RH; drop in point—98; drill point—97×1"; relocker—5½" down, 1½" to left, grab loop end of relocker cable and pull toward hinge side. Alternate method: Drill out pin tumbler lock and reach down to retract relocker by hooking with bent tool. The handle rotation is counterclockwise.

Key lock: This dimension is used to retract the pin located on the key lock slide bar should a high security cylinder be used or if the cylinder is impossible to drill out (2¾" L.C. × 4½" down). ■

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